

CHEMIST & DRUGGIST

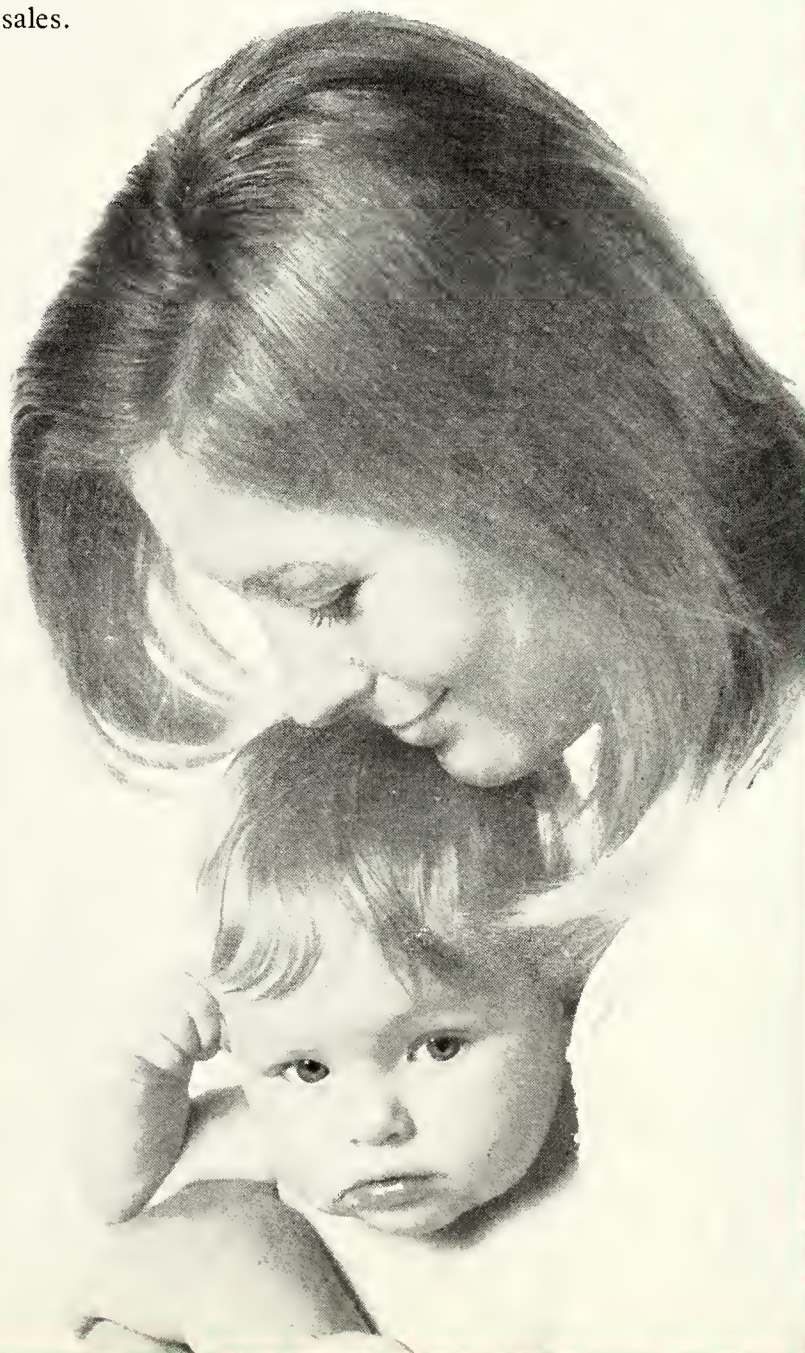
newsweekly for pharmacy

The Cow & Gate story... continued.

Mothers have confidence in Cow & Gate Milk Food. Confidence that comes from warm and reassuring advertising; confidence that comes from professional recommendation like yours.

The confidence story will be seen by millions of mothers through whole page advertisements in WOMAN, WOMAN'S REALM, WOMAN'S WEEKLY; in Medical and Nursing journals; advertisements in local newspapers, television in selected areas, and full colour advertisements in Baby journals.

The Cow & Gate story – powerful advertising that ensures continually increasing sales.



still only 4/-

16 oz pack

Recommended retail price

BEAUTY BUSINESS

SPECIAL SUPPLEMENT

Only four say 'no' to NE London

DITB's first grant scheme

Agenda for branch representatives

The new Green Paper

Commissions for pharmacists in Services?

Keeping control of your stock

when purgatives pose problems



Customers and potential customers alike often consult us when they run into problems of formulation and analytical techniques. Experience over the years as large-scale manufacturers of such products as Aloin, Scammony Resin and Dry Extract of Cascara usually enables us to offer helpful suggestions. On all these purgatives this service is backed by delivery from stock.



MACFARLAN SMITH LTD

Wheatfield Road
Edinburgh 11
Sales Department
Greenford Road
Greenford
Middlesex
Telephone 01-442 3434

CHEMIST & DRUGGIST

111th year of publication Vol. 193 No. 4695

The newsweekly for pharmacy

CONTENTS

Second Green Paper gives more local control over NHS	188
Training Board's grant scheme	188
'No change' on drug safety committee	189
£10,000 wanted for RPM case	189
Crossman says 'Thank you' to chemists and their staff	189
Only four oppose NE London plan	191
Good December for independent chemists	191
Hospital pharmacists support Liverpool colleagues	192
The Xrayser column: The hospital service	195
BAT's cosmetics in holding company	196
Comment <input type="checkbox"/> Matters of moment	199
Just like they said—portrait of a modern pharmacy	200
Keeping control of your stock	202
Service commissions for pharmacists sought	208
Motions for branch representatives' meeting	212

WELLCOME INSTITUTE
LIBRARY

WelMOmec

Appointments	196	New Books	199
Bonus Offers	214	New Products	213
Business Briefly	196	On Television Next Week	215
Coming Events	215	People	195
Company News	196	Professional News	208
Deaths	195	Promotions	215
Equipment	202	Trade Marks	217
Letters	207	Trade News	214
Market Report	217	Classified Advertisements	219

Editor Arthur Wright, MPS, DBA

Deputy Editor R. E. Salmon, MPS

Markets Editor W. S. Bowman, MPS,
MIPharmM

News Editor Stephen Hatcher

Technical Editor R. Baxter, BPharm, MPS

Information Services I. H. Cotgrove

Price List D. J. Davis

Art Editor Peter Hewitt

Design Alan Crouch

Deputy Publisher and Advertising
Manager Leslie Davies

Advertising J. Foster-Firth, MPS

D. P. Peevers

E. L. Sheard, 32 Wynford Rise, West Park,
Leeds LS16 6HX (Leeds 67-8438)E. A. Craig, 8 Merrylee Road, Newlands,
Glasgow S 3 (Merrylee 6356)

Classified Advertising Carole Lowe

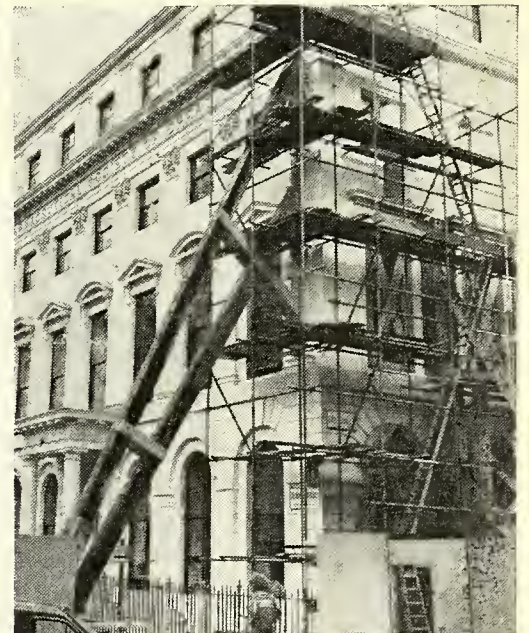
Production K. Harman

Subscription Manager A. A. Golding
01-777 8271

Publisher Donald Gaffney, MInstM

Published every Saturday by Morgan-
Grampian (Publishers) Ltd, 12 Dyott Street,
London, WC 1. (01-240 0855)Subscription Department Summit House,
Glebe Way, West Wickham, Kent. (01-777
8271)Home and Overseas £6 pa; 5s per copy
(including postage)

Contents ©

Member Audit Bureau
of Circulations

Repairs to the Pharmaceutical Society's headquarters in Bloomsbury Square are likely to cost about £25,000 (see page 208)

Second Green Paper gives more local control over NHS

The Government's "new look" Green Paper on the future of the National Health Service brings effective power down to a much lower level in the administrative structure than was previously proposed. But pharmacy looks like having little, if any, representation at this "effective" level.

The first Green Paper (see *C & D*, July 27, 1968, p 72) planned for 40-50 area boards, with no participation of local people below that level. The "second thoughts" provide for about 90 area health authorities which will parallel the new local government authorities. Each would serve a population varying between 200,000 and about 1,300,000. They will be clearly representative both of their own areas and the professions working in the area's services. This will be accomplished by the health professions appointing one third of the members, local authorities one third, and the Secretary of State and the chairman the other third.

Mr R. Crossman, Secretary of State, when introducing the Green Paper, said he expected that the medical profession would provide 25 per cent of the members thus leaving 8 per cent of the "professional" places to be divided up among the other professions.

Divisions

Because of the need to follow up the report of the Royal Commission of Local Government in England, the Government has decided that there shall be a division between the administration of the National Health Service and local government services along the lines of the main skills required to provide them.

Thus area health authorities will be responsible for services for which the primary skills belong to the health professions, and they will take over such services as health centres, vaccination and immunisation and family planning.

Except where the area of a health authority is small, district committees will be set up to cover areas served by a district hospital or hospitals.

It is envisaged that there might be 200 committees.

A new form of "statutory committee" would be established by each area authority. Doctors, dentists, pharmacists, ophthalmic medical practitioners and opticians will enter

into contracts with these committees in the way they do now with Executive Councils.

Local professional committees would have to be reconstituted to correspond with area boundaries. Composition of the statutory committees will be laid down in legislation, but should be similar to that of the Executive Councils.

In addition to the local health authorities, the Secretary of State plans to set up 14 or more regional health councils. These would be concerned with the overall planning of hospital and specialist services including deployment of senior hospital staff, regional organisation of staff training, blood transfusion services etc. Their membership will reflect that of the health authorities in the region and there will be "several members" appointed by the professions.

The proposals do not apply to Wales or Scotland. The Secretary of State for Wales will soon be publishing a separate Green Paper and the Secretary of State for Scotland is still reviewing the proposals in his Green Paper of 1968.

Mr Crossman hopes to have consultations on his proposals completed so a White Paper can be issued by July.

The Future Structure of the National Health Service. HMSO 5s).



Mr Allen Aldington, past president of the Pharmaceutical Society, unveiled a plaque at Bradford University on February 5 to commemorate the presentation by the Society of a collection of crude drugs and herbaria to the University's pharmacy museum. The unique collection of more than 20,000 specimens was built up by the Society from 1842 to 1969. With him in the picture is Mr R. A. McKinlay, pro-vice chancellor of the University.

Training Board's grant scheme

Work on the planning of training programmes, on-the-job training with an instructor, educational and training officer courses and expenditure on training premises and equipment: those are some of the training activities to be aided by the Distributive Industry Training Board's first grant scheme which covers the period August 1968 to July 1969.

In general, the grant scheme is levy-based — firms will be able to claim grant for specific training activities up to a fixed percentage of the levy they pay to the Board.

However, exceptions are

made in the case of courses leading to recognised degrees, diplomas or certificates, training officer courses of at least five days duration and non-certificate courses. In these cases the full cost, including tuition or course fees and travelling and subsistence expenses will be refunded in full. Employers will also be able to claim 50 per cent of students' salaries or wages for the time spent on courses, up to 20 per cent of their levy.

The "full cost" provisions mean that there is no theoretical limit to the amount of grant which could be claimed. But in practice it is expected that a number of firms will be entitled to grants up to one-and-a-half times their levy, and in some cases up to 180 per cent.

The grant scheme is described fully in "Grants and Guidelines No. 1" now being circulated to firms paying levy.

There has still been no published advance on the "stalemate" position between the Board and the professions' representatives on the question of whether employed pharmacists should be included in the levy and grant scheme. At present, pharmacists are not being included — unless the employer wishes them to be — but the Board maintains it should be concerned with their business, as opposed to their professional training.



Happy in the rain: Mr and Mrs John Grosset outside Buckingham Palace after the investiture on February 10 when he received his OBE. With them are their daughter Evelyn and son Arthur



Conference Precursor: The Leeds Branches of the Pharmaceutical Society and the National Pharmaceutical Union combined to hold a dinner and dance on February 4.

It was held in the Leeds University refectory, where a number of British Pharmaceutical Conference events are to take place during Conference week beginning September 13.

The Leeds Conference committee viewed the dinner dance as a "trial run" for the Conference and in between eating and dancing they were critically assessing the programme and arrangements.

Meanwhile other members and their guests enjoyed themselves to a degree that "underwrites" a successful Leeds Conference. Official guests included Mr and Mrs J. Wright, (secy, NPU). Mr A. Howells (president, Pharmaceutical Society of Great Britain) was also to have been present, but was ill.

Our picture of part of the top table shows Mrs and Mr Wright, on the left, with Mr L. Calvert (chairman, Leeds branch of the NPU), Mrs Calvert and Mr W. Howarth secretary, Leeds branch of the Pharmaceutical Society).

The Charter Medallists

The 1970 Charter Gold Medal of the Pharmaceutical Society is being awarded to Sir Harry Jephcott. Charter Silver Medals are to be awarded to Mr Stanley Durham, Sheffield, and Mr J. R. Phillips, Bournemouth.

No SET on pharmacists

Seventy-three MPs have now signed the Parliamentary motion, tabled by Mr Raymond Gower, calling on the Government to relieve pharmacists of the selective employment tax.

'No changes' on drugs safety committee

No change is to be made in the personnel of the Committee on Safety of Drugs, Mr Richard Crossman, Secretary of State for Social Services, told the Commons this week.

He was asked by Dr M Winstanley to make changes in the personnel of the Committee "so as to restore the medical profession's confidence in the Committee following the events surrounding the Committee's publication, Adverse Reactions Series No 9, December 1969, dealing with oral contraceptives containing oestrogens."

Mr Crossman replied: "I see no justification for changes. The Committee is at present considering with representatives of the BMA how communications with the profession can best be handled in future."

Mr George Jeger asked whether the Secretary of State had completed his inquiries into the practicability of child-proof tablet containers; and whether these were now freely available from pharmacists at no extra charge when a prescription was being made up.

Dr John Dunwoody (Under Secretary of State) replied: "Our consideration of this matter is not yet complete. There is no charge to patients for the containers in which medicines provided under the National Health Service are dispensed; but I think it unlikely that this type of container is at present used by chemists to any significant extent."

Replying to questions about the drug L-Dopa and its availability under the National Health Service for the treatment of Parkinson's disease, Dr Dunwoody stated that since January 26 the Committee on Safety of Drugs had cleared two preparations of L-dopa for clinical studies

(C&D, February 7, p 149).

"It is too early to make an estimate of the likely cost of L-dopa if the Committee on Safety of Drugs clears it for more general use, and it were made available to the National Health Service."

Mr G. Longden asked: "Is it true that another drug has been discovered which has similar beneficial effects on people suffering from this disease?"

Dr Dunwoody: "At the end of last week there was a report in one of the medical journals about a somewhat similar drug which appears to have possible beneficial effects, with fewer side effects."

Mr Pavitt asked the Secretary of State if he would introduce legislation to make it compulsory for all drugs to be passed by the Scowen Committee before being available for prescription within the National Health Service.

Mr Crossman: "The Medicines Act, 1968, already provides for a compulsory licensing system in relation to all medicinal products. I hope it will be possible to bring these provisions into effect in 1971."

Mr A. Cronin asked the Secretary of State what steps he is taking to encourage the medical profession to accept the principle of cost-effectiveness when ordering treatment on the National Health Service.

Mr Crossman replied: "A doctor's first consideration must be to provide the treatment best suited to the patient's condition, but a variety of means is used to assist and encourage the profession to do this in the most economical way."

£10,000 is wanted for RPM case

The National Pharmaceutical Union is to ask its members to contribute £10,000 towards the cost of fighting the case for resale price maintenance on medicines.

Hearing of the case is due to start in the Restrictive Practices Court early in April. It will be fought by the Association of the British Pharmaceutical Industry, the Proprietary Association of Great Britain and the Proprietary Articles Trade Association. They are the "registered suppliers" under the Resale Prices Act, 1964, and are thus the only organisations that can present the case before the Court.

Mr J. Reed, NPU chairman, reported to the last Executive Committee meeting that good progress was being made in preparing the case. Excellent support had been forthcoming from those Union members who had been asked to assist in providing evidence in support of arguments being put forward by the retail side.

Crossman says 'Thank you'

In appreciation of the work done by pharmacists during the recent 'flu epidemic, Mr Richard Crossman, Secretary of State for Social Services, has written to Mr J. Wright, as secretary of the Central NHS (Chemist Contractors) Committee, as follows:

"My chief pharmacist has mentioned to me that you have been in touch with him about the work which has fallen on pharmacists in many parts of the country during the recent influenza outbreak.

This gives me a very welcome opportunity of writing to you myself and of saying how well I know the heavy load that fell upon them, as upon doctors, and indeed many others of those who are engaged in the Health Services, and how grateful I am to them for the way in which they responded.

The willing way in which they and their staffs coped with the greatly increased volume of work ensured that the high standard of pharmaceutical service which people have become accustomed to expect was maintained during a very difficult time.

I am most grateful."

Delph beauty gives you the profit—three times over.

Introducing Lemon Delph Bath Oil to join Lemon Delph Freshener and Delph Cleansing Milk. Now there are three easy-to-sell products that will bring you repeat business again and again.

A new look

Striking co-ordinated package design created to send impulse sales soaring.

New prices

Generous sizes at popular new prices giving you an excellent profit margin. You'll need good stocks of all three to get your share of the rising sales.

Arresting advertising

Strong consistent advertising in the major women's magazines throughout the year - each and every month.



LEMON DELPH BATH OIL
fragrant, soothing, luxurious—entirely new to meet the demand of this rapidly growing market.

DELPH CLEANSING MILK
penetrates deep, to float out impurities and stale make-up.

LEMON DELPH FRESHENER
stimulates circulation, tones and refines the pores.

 <i>Lemon Delph</i>	 <i>Delph</i>	 <i>Lemon Delph</i>
BATH OIL	CLEANSING MILK	SKIN FRESHENER
118 ml.	118 ml.	118 ml.

New Prices

Wholesale (doz.)	Retail (each)
Lemon Delph Bath Oil: 84/- (£4.20)	14/4 (71½p)
Delph Cleansing Milk: 48/- (£2.40)	8/3 (41p)
Lemon Delph Freshener: 48/- (£2.40)	8/3 (41p)

Garsalle Ltd., Saffron Walden, Essex.

Only four oppose NE London plan

With more than 1,200 replies received in North-east London Pharmaceutical Committee's referendum, only one pharmacist has so far declared himself opposed to both the tripartite contract proposals and the re-constitution of the Central NHS (Chemist Contractors) Committee.

One other respondent rejected only the contract idea, and one the Central Committee proposal. Another has withdrawn support following the remarks on "splinter groups" made by Mr J. Wright, secretary of the Central Committee.

The following is a "break-down" of the voting:

In favour of tripartite contract scheme: Proprietor pharmacists, 903; Employee pharmacists, 249; Hospital pharmacists, 31; Industrial pharmacists, 14; Other pharmacists, 30. Total: 1,227.

In favour of Pharmaceutical Committee representation on the Central Committee: Proprietor pharmacists, 850; Employee pharmacists, 226; Hospital pharmacists, 24; Industrial pharmacists, 12; Other pharmacists, 24. Total: 1,136.

A motion that "immediate negotiations should be opened with the Department of Health and Social Security with a view to obtaining a revised form of NHS Contract broadly on the tripartite lines put forward by the North East London Committee" is included on the agenda for the Pharmaceutical Society's Branch Representatives meeting on May 21. (See page 212.)

Not 'yes' men

"We are not a group of 'yes' men." That is the North-East London Pharmaceutical Committee's reply to the attack on "splinter groups" by Mr J. Wright, secretary of the Central NHS (Chemist Contractors) Committee (see *C & D* last week).

In a statement issued this week, the Committee says that although it has supported much of Mr Wright's work in the past, it reserves the right to criticise or make suggestions when necessary.

"We are not a splinter group of any description but a constitutionally-elected local Pharmaceutical Committee and, as such, not only have we the right but also the duty to the electorate to make suggestions which we consider might be for the improvement of pharmacy and worthy of considera-

tion by the Central Committee."

The NE London Committee believes the Central Committee to have been wrong to advise against accepting arbitration in November 1968—"not having Mr Wright's crystal ball we do not pretend to know what was in the Minister's mind.

"We do not place too much reliance on Mr Wright's 'grapevine' oracle—in our experience 'grapevines' are only too often fed with information by your opponent to lead you where he wants you to go."

The Committee argues that pharmacy had been proved to have been overpaid because productivity had increased "beyond all possible expectation."

Prime criterion

Pharmacy had therefore fulfilled the prime criterion laid down by the Prices and Incomes Board that increases must be linked with productivity—yet it had received not an increase but a cut.

Mr Wright is challenged to produce evidence to support his inference that the Committee has in the past advocated strike action to bring pressure.

The hard work of the Central Committee is said to have been handicapped by a bad contract and lack of support from the rank and file—"which NEL is trying to arouse."

The Committee disagrees strongly with Mr Wright's anticipation of the end of the "small" pharmacist. "In our opinion, this same 'small' pharmacist has a definite role to play in planned distribution and his interests we will defend to the last ditch."

"Most authorities and local committees seem to have been able to follow the suggestions put forward in our proposals without difficulty, but if Mr Wright is unable to do so we would be only too happy for him to come down to North-East London or to meet him in open debate on any unbiased platform he cares to choose."

That challenge is contained in the North-East London statement this week. A forum at which criticisms of the propo-



The factory of Boots Pure Drug Co Ltd at Beeston which is one of 50 buildings of the 1914-39 period scheduled by the Government last week as of special architectural or historic interest. Inclusion in the list means that the building cannot be altered without consent from the local planning authority or Minister of Housing. Sir Owen Williams was the architect of the Beeston factory which was built in 1932

sals could be debated is now to be provided by the Salaried Pharmacists' Union which has arranged an open meeting at Conway Hall, Red Lion Square, London WC1, on February 22 at 4pm.

It is a Sunday meeting and the opening speaker will be Mr E. C. Evens, who chaired the NEL working party that formulated the proposals. The Committee gives as motives for putting them forward:

- ☐ to maintain our independent contractor status
- ☐ to reflect variations in overheads in varying circumstances
- ☐ to permit separate negotiations under three main headings (no more robbing Peter to pay Paul)
- ☐ to end the undignified spectre of leapfrogging and reduce the incidence of rota breaking and under staffing
- ☐ to cater for the redevelopment of pharmacy by incentives rather than by bureaucratic direction, existing interests (in all equity) being protected, but at the same time provision being made for proper development for the future.

Stomach remedies —by 'Which?'

Branded stomach remedies cost more than unbranded ones but by and large they contain the same functional ingredients says the February issue of *Which?* Weight for weight branded preparations cost at least three times and up to 20 times as much as unbranded.

After briefly discussing the effect of antacids and some additional compounds found in

branded antacids *Which?* points out that antacids will only alleviate, not cure, the pain of a stomach ulcer or disease. For minor upsets it recommends choosing a BNF formulation.

"Your local pharmacist will help you choose one that suits you."

Sulphuric acid production drops

Sulphuric acid production by members of the National Sulphuric Acid Association at 805,268 tons in the last quarter of 1969 was lower by 3.3 per cent compared with the same quarter of 1968.

Total production for the year at 3,234,738 tons (calculated as 100 per cent H_2SO_4) was down by 1.4 per cent. Sales, however, at 3.67 m tons, were up 2.2 per cent on 1968.

Good December for independents

Independents were the only group of chemist retailers to increase their turnover in December 1969, as compared with 1968 figures.

Their takings were up 5 per cent, whereas multiples lost ground and Co-operatives marked time. The Board of Trade's monthly returns show the following indices, based on 1966 as 100:

All chemists and photographic goods dealers	172 (+1 per cent)
Independents	145 (+5 per cent)
Multiples	206 (-2 per cent)
Co-operatives	155 (no change)

The figures do not allow for receipts under the National Health Service.

Hospital pharmacists support Liverpool

The threat by Liverpool hospital pharmacists to resign their posts if the current salary claim is not met in full, received enthusiastic support at a special meeting of the Guild of Public Pharmacists in Chester on February 7.

About 100 members were present and the following motion was unanimously passed:

"That Guild council give urgent consideration to the action to be taken to ensure that the Management Side of the Whitley Council is apprised of the serious situation which will ensue if the salary claim at present with the Department of Health is not met to the satisfaction of the membership."

The following day the Guild council held an emergency meeting at which plans were made for action in support of the salary claim and for ascertaining whether any offer by the management side would be satisfactory to Guild members. Plans to ensure that the management side were well aware of the consequences of failure to reach agreement and contingency plans in the event of failure were also made.

The branch delegates' meeting of the Guild, held at Chester prior to the special meeting, passed without dissent a motion proposed by the Sheffield Branch recommending consideration of a plan for militant action should the terms and conditions of service not materially improve within the next six months and the preparation of a contingency plan forthwith.

Other motions carried dealt with ways in which the Pharmaceutical Society could support the interests of hospital pharmacists, pre-registration training of pharmacists in hospitals, pressing for implementation of the Noel Hall Report, increased rates of pay for late clinics, the new state pension scheme and courses in administration for hospital pharmacists.

Motions calling for a referendum on the appointment of a full time general secretary of the Guild, changes in the rules relating to the election of members of council and extension of the abstracts service were lost.

Commenting on the Liverpool hospital pharmacists' threat of mass resignation at a hospital pharmacists' dinner in Chester following the special

meeting, Mr A. Howells, president, Pharmaceutical Society of Great Britain, said: "It is lamentable and inexcusable that a professional group in the National Health Service, whose training and expertise are essential to the welfare of the patient, should have been driven to this ultimatum by a continued indifference to their claims for justice."

The Department of Health should recognise that these pharmacists as well as the Guild of Public Pharmacists and the Pharmaceutical Society, are demanding better prospects not only for hospital pharmacists but also for the hospital pharmaceutical service and the patients who undergo drug therapy, he argued.

Mr Howells recalled the words of Sir George Godber, chief medical officer, Department of Health, that "The pharmacist must be the custodian of the drug and can be the source of much valuable information for the doctor and nurse."

Even at the eleventh hour the hospital pharmaceutical service can be saved — by the working party which has been sitting under the chairmanship of Sir Noel Hall and whose report on the career structure of hospital pharmacy is expected, and by the Whitley Council who are soon to consider the claim that has been submitted to them. "I cannot believe that either the working party or the Whitley Council will be blind to the peril which faces the service today."

Mr J. G. Roberts, secretary of the Liverpool Branch of the Guild and a member of its Council said on February 10 that the special meeting seemed to have strengthened the resolution of his members.

Several more letters of resignation had been received bringing the total to 55 from a membership of 73. Several of them were from pharmacists nearing retirement who would lose their pensions if the threat were carried out.

Liverpool pharmacists are now lobbying their Members of Parliament and a further meeting of the Branch has been arranged for February 12.



Dr T. D. Whittet, Chief Pharmacist, Department of Health and Social Security, visited the plant and laboratories of Merck Sharp & Dohme Ltd, at Hoddesdon recently. He is seen here (on the right) with Mr C. D. Buzza, director of special services, MSD (left) and Mr John H. Fingerhut, chairman of MSD

NHS costs peak level in 1968

The National Health Service in 1968 accounted for a record 5.23 per cent of national income in the United Kingdom. At £1,741m, expenditure on the NHS in money terms was also the highest ever. At current prices it has increased by an average of about £140m a year since 1964 (as indicated in the accompanying table). These figures are given in the latest Office of Health Economics information sheet.

It is pointed out, however, that expenditure on other public services has been increasing faster than that on health. Over the past decade the cost of NHS multiplied 2.3 times; but social security benefits multiplied 2.6 times and education 2.8 times.

Hospitals continue to absorb the greatest part of NHS expenditure; the downward movement in their proportion of the total in 1967 (which re-

versed the previously rising trend) has not been continued. Although the 1968 proportion of 60 per cent for hospitals is less than the peak figure of 60.9 per cent for 1966, it is still substantially up on the proportion of between 55 and 56 per cent devoted to hospitals before 1953.

Expenditure on pharmaceuticals in 1968 accounted for 10.2 per cent of the total. This is one percentage point less than in 1966. It brings the proportion back down to the level which had been maintained fairly constantly for the ten years prior to the abolition of prescription charges in 1965. (Office of Health Economics Information Sheet No 8).

Year	Cost of NHS £m	Percentage of national income
1962	1,025	4.41
1963	1,092	4.42
1964	1,186	4.46
1965	1,308	4.62
1966	1,434	4.85
1967	1,594	5.12
1968	1,741	5.23

Percentage of total cost of some services

Year	Hospital	Pharmaceutical	Medical	Dental	Ophthalmic	Local Authority	Other
1962	59.0	9.7	8.5	6.0	1.7	9.7	5.4
1963	60.1	10.1	8.3	5.7	1.6	9.9	4.3
1964	60.5	10.2	7.9	5.6	1.7	10.0	4.1
1965	60.5	11.1	7.8	5.1	1.6	10.2	3.7
1966	60.9	11.2	7.5	5.2	1.5	10.2	3.5
1967	59.9	10.6	7.9	5.0	1.4	10.7	4.5
1968	60.0	10.2	7.9	4.7	1.4	10.6	5.2

Australia clamp on drug imports

The Australian federal government is to impose a stricter system of control over imports of new therapeutic drugs.

The Minister for Health, Dr Alexander Forbes, and the Minister for Customs, Mr Donald Chipp, said in Canberra that amendments to Customs regulations would require im-

porters to supply detailed information to support claims for safety and efficacy of all imported new drugs.

The information would be submitted to the Department of Health and the Australian Drug Evaluation Committee before clinical trials or general marketing were allowed.



**your
customers**

**will
know
these
names.**

**very
soon**



They are Mobbsmiller's
range of exercise sandals
for the whole family.

Super beechwood sandals
with hard-wearing micro-
cellular soles, leather or suede
straps. Made in a variety of
styles, heel heights and strap
colours.

Attractively packaged for eye-catching shelf or counter
display with free point of sale material.

**Mobbsmiller exercise sandals retail in the 35/11 to
49/11 price range ***

Mobbsmiller exercise sandals are designed and made in
Britain. That means there are no problems with instock and
delivery service.

Make no mistake—the quality is second to none. But they
cost less, to you and to your customers.

National advertising to support your sales will appear April-
July in Annabel, Flair, Honey, My Weekly, She and Mother.

You can still take advantage of Mobbsmiller's quantity
discount scheme—and there are special introductory offers:
your local Agent will give you full information.

Not applicable to Northern Ireland.

For further details contact:

T. J. Freer, Director, Sandals Division.

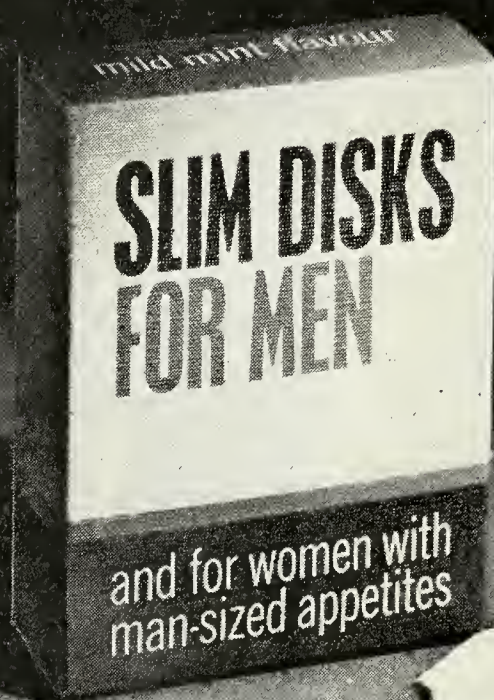
mobbsmiller limited

Arthur Street NORTHAMPTON NN2 6EQ

Telephone (0604) 31804

this time it's for men...

Slim Disks For Men



*For the expanding market of expanding men —
(and women with man-sized appetites)*

Slim Disks you know as a consistently successful product over the past 4 years.

Now meet Slim Disks For Men. The British male is being exposed to a growing stream of reports and statistics linking obesity with health risks.

Now he's got his own special way of tackling the problem.

The formulation is new—and formidably effective.

Not only is there 22% more cellulose content per tablet, but

we've introduced a new quicker acting type of cellulose into the formula.

Result.

Dissolution and bulking inside 7 minutes (other brands take as long as 20 minutes).

Which makes Slim Disks For Men noticeably more effective... and cheap at the price of 8/6d. retail.

Slim Disks For Men gets heavy advertising in media aimed at overweight men—

and their wives! Over 250 million opportunities to see (all adults).

87½% Profit incl. stock-in bonus of up to 15 to the dozen

which gives £6.7.6. return on £3.8.0. outlay. Retailing at 8/6d. for 42 tablets.

Free premium to offer with every sale—valuable Calorie Check List supplied with your order. **Compact counter display** for impulsive pick-up sales (only 80 mm wide).



A Trentham Laboratories Product. Distributed by E.C. DeWitt & Company Limited, Seymour Road, London E.10. Tel: 01-539 3334. Or from your usual Wholesaler.

PEOPLE

Professor A. J. P. Martin, CBE, FRS, who in 1952 shared the Nobel Prize for Chemistry for his work on chromatography has joined the Wellcome Research Laboratories at Beckenham, Kent, as scientific adviser to Dr David Long, group medical director, and director of the Wellcome



Professor A. J. P. Martin

Research Laboratories. The major part of his time will be devoted to basic research in the broad field of physical chemistry.

In 1964 Professor Martin was appointed extraordinary professor to the Technological University of Eindhoven, a position that he will retain.

Councillor Eric James Naylor, MPS, who has two pharmacies in Warrington, is to be the town's next mayor. He is in fact one of four council members recently declared ineligible for council membership after the current term of office expires because of lack of residential qualification. He is believed to be the shortest-serving member to be chosen mayor. First elected to the council in 1966, he must leave it in May 1972.

Deaths

Breeze: On January 20, Mr Ashley Frosdyke Breeze, MPS, 26 Catton Grove Road, Norwich, Norfolk, aged seventy-five years. Mr Breeze qualified in 1921. He was pharmacist at the Norwich Medical Institute for 30 years until its closure in 1948. Thereafter he was employed in retail pharmacy, and took an active interest in pharmacy until the time of his death.

Carney: Recently, Mr Stephen Joseph Vincent Carney, MPSI, Maynooth, co. Kildare, Eire. Mr. Carney qualified in 1925 and conducted his own pharmacy in Maynooth. He was a brother of Mr Thomas Herbert Carney, manager of Hayes, Conyngham and Robinsons' pharmacy, Henry Street, Dublin.

Farrell: On January 20, Mr Martin Farrell, MPSI, proprietor of a pharmacy at 30 Parnell Street, Clonmel, co. Tipperary, Eire. Mr Farrell qualified in 1946.

The Xrayser column

The hospital service

The situation in the hospital pharmaceutical service has been one of increasing difficulty for a very long time, and it is now evident that it has reached breaking point. It is, as has been stressed, vitally important to offer conditions that will not only attract but hold the services of the best type of pharmacist. Dedication to the ideals of such a service is a splendid conception, but dedication does not pay the rent, or feed the family, or provide, at the salaries offered, more than a bare subsistence.

Whatever may have happened in other departments of the hospital service, pharmacy has never been able to overcome its past history. In the years prior to the National Health Service, it was at the mercy of charity or the municipality—the former in a perpetual state of penury, and the latter with an outlook inherited from the spirit which pervaded the “very sage, deep philosophical men” who constituted the Board that interviewed Oliver Twist.

To fight and try to overcome such a background is no easy task, and the situation is not simplified by the highly unrealistic scale of salaries of pharmacists published by the Joint Industrial Council for England and Wales. The figures cannot but do harm to hospital pharmacists, and they can help little in any claim for better conditions for contractors.

Just how far removed they are from reality may be realised from a perusal of the advertisement columns of the pharmaceutical Press, where salaries of almost twice the scale figures are offered, together with inducements of infinite variety.

Threat of resignation

What is to be done? There is a threat of resignation, and I agree with the secretary of the Guild of Public Pharmacists that it is to be hoped that the outcome of the negotiations in Whitley Council will render that step unnecessary. But the situation is so serious that the service could collapse without the dramatic mass resignation threatened, for replacements are not coming forward for the casual vacancy left by retirement or the allurements of much better conditions in general practice pharmacy. A casual glance at a column of posts in that field indicates offers of £2,250 for a five-day week; £2,300 *plus*; £2,000 *plus*, with modern flat and garage free.

The hospital pharmaceutical service is of vital importance, and it is to be hoped that a realisation of that importance will be reflected in the deliberations of the Whitley Council later this month.

The hands of the multiples

The address of Mr J. Wright, secretary of the National Pharmaceutical Union and of the Central NHS (Chemists Contractors) Committee, has, as was to be expected, stirred up a hornet's nest. I have no intention of entering into the controversy on one side or the other, for the opponents of Mr Wright appear to be quite capable of looking after themselves.

But I question the propriety of the action of the secretary of the Chemists Contractors Committee in making a public statement in which he stigmatises one of the proposals of his opponents as “playing right into the hands of the multiples.” The committee of which he is secretary is so constituted as to allow representation of the company chemists, and it seems to me that the statement quoted could very easily be regarded as a division (or “splintering,” if Mr Wright prefers it that way) in the body which carries out negotiations with the Government. And I am not particularly impressed by what Mr Wright says that he heard “through the grapevine.” It may make us shake in our shoes, but it is not evidence.

COMPANY NEWS

BAT's cosmetics in holding company

British-American Tobacco Co Ltd have formed British-American Cosmetics Ltd to co-ordinate their cosmetics interests throughout the world.

These include Yardley, Lenthéric, Morny, Germaine Monteil and its subsidiaries Scandia and Tuvache. Their turnover in the year ended June 30, 1969 was £31.95m, half of which was in the United States.

British-American Cosmetics is a wholly-owned subsidiary of BAT; the board consists of: R. P. Dobson (chairman), P. D. Tindley (vice-chairman), E. A. G. Morgan (managing director), D. N. Davies and P. W. Longland.

Mr Dobson said that each of the former companies would maintain their identities and continue to attack different segments of the total market.

Trading with Nigeria

Mr Wilfred Broadley, MPS, executive vice-president (UK), Pan-American Pharmaceuticals Ltd, has just returned from a goodwill visit to some of the group's business contacts in Nigeria. The journey was made on behalf of several of the companies with which Mr Broadley is associated. The initial problem to be faced when planning a trip to Nigeria, he states, is the delay in obtaining an entry visa (5-6 weeks or even longer) but once that is over the journey there proceeds quite normally.

On potential business between Nigeria and the UK Mr Broadley comments: There is much business to be achieved by British companies but it is often difficult to compete on price, particularly in face of competition from Eastern Europe and Asia. This is where prompt delivery can play a vital part.

The pharmaceutical industry in Nigeria appears to be quite well organised and the delivery of orders is made with re-

Mr Broadley in Lagos during a working session with representatives from one of the company's Nigerian customers



markable speed. There are only 700 pharmacists serving a population of about 55 million. There are a good number of "patent" medicine stores selling proprietaries and packed pharmaceuticals to the public.

In view of the friendly reception and business prospects achieved by his visit, Mr Broadley is anticipating making a further trip to Nigeria in about 3 months time, during which, visits will be made to the various Federated States.

Nicholas' interim

Consolidated sales and profit of Niehola Australia Ltd after tax for the six months ended December 31, 1969, were both higher than for the corresponding period of the previous year. The December 1969 figures include the results from the Aspro-Nicholas Ltd group which was acquired towards the end of 1969 and for that reason figures for the corresponding period in the previous year are not comparable, it is pointed out.

The directors propose to declare an interim dividend of 3 per cent and their present intention is to declare a further dividend of 3½ per cent in July.

In brief

Albro Fillers & Engineering Co Ltd say that they exported filling and capping machines to 42 different countries during 1969. In addition, the company supplied machines—many of them repeat orders—to most of the leading manufacturers of liquid and powdered products in the home market. Several additions were made to the range of Albro equipment, which now comprises more than 70 machines.

Imperial Chemical Industry Ltd's pharmaceutical division has placed an order for a B 3500 computer system with Burroughs Machines Ltd, which will initially be used for order processing and invoicing, stock and integrated production control. The system, which utilises a combination of tape and disc storage, is worth a total of £550,000.

Smith's Wharf and Warehouses Ltd have acquired a 100 per cent shareholding in British Bluefries Wharfage & Transport Ltd from Pakhoed Holdings NV, Rotterdam, in exchange for unsecured loan stock of Smith's Wharf & Warehouses Ltd. Mr Gordon H. Jones has been appointed group managing director and Mr John H. Grindall, group sales director.

National Cash Register Co, Dayton, USA: Preliminary figures for 1969 show total revenue was approximately \$1,250m (against \$1,130m). Earnings per share were between \$4.10 and \$4.15 (against \$3.67).

Eylure Ltd: The board now consists of Mr John Maybank, managing director (appointed February 1), Mr David Aylott, chairman and chief executive, and Mr Eric Aylott, vice-chairman and technical director.

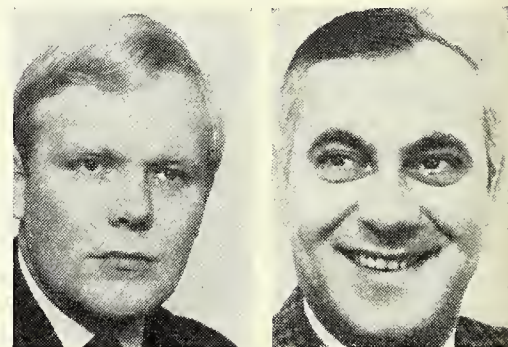
Mallory Batteries Ltd are to expand further in Europe by the establishment of a new marketing subsidiary in Denmark and a marketing and engineering office in Austria.

George Salter & Co Ltd exported goods worth approximately £650,000 last year. This year's figure is expected to be between 10 and 15 per cent higher than that.

J. R. Geigy SA: Group turnover for 1969 at £306.8m was almost 16 per cent up on 1968.

Appointments

Wilkinson Sword Ltd's shaving division have appointed Mr George Palmer marketing manager for their consumer and shaving products, and Mr R. A. H. Rivers, general sales manager.



Mr G. Palmer

Mr R. A. H. Rivers

Yardley & Co Ltd have appointed Mr H. Michael Keegan managing director at Basildon. Other appointments include Mr Thomas A. Brock as technical director; Mr Peter R. Ellis; purchasing director; Mr John A. Troup, works director and Mr Thomas E. Palmer, distribution controller.

Max Factor & Co Inc have appointed Mr John Butcher, marketing consultant in their international marketing division. Mr Butcher's first assignment will be in conjunction with the company's United Kingdom operations.

Houbigant Ltd: Mr M. F. W. Williams (sales manager) has been appointed managing director in succession to Mr H. I. Perlow who has resigned.

McKechnie Brothers Ltd: Mr R. G. White has been appointed general manager and a director of their subsidiary, McKechnie Chemicals Ltd.

New companies

PC=Private Company RO=Registered Office

Valoshed Ltd (PC)—capital £100. To carry on the business of chemists, etc. Subscribers: Muriel Goldstein, and Brian Goldstein, 70 Finsbury Pavement, London EC 2

Vincent Laboratories Ltd (PC)—capital £100. Wholesale and retail chemists, druggists. Subscribers: Jean Herbert, Thomas A. Herbert, 133 Moorgate, London EC 2.

Westbrook Lanolin Co Ltd (PC)—capital £1,000. Manufacturers of and dealers in wool grease, lanolin. Subscribers: Jean Herbert and Thomas A. Herbert, 133 Moorgate, London, EC 2.

Western Chemists Ltd (PC)—capital £100. Directors: Harshad M. Patel, MPS, Dadrn C. Patel and Psairjram N. Amin. RO: 119 Kirkdale, London SE 26.

We're beating the pants off everyone!

With new disposable Chukka panties. Easily the biggest name in this highly profitable new market.

Just how important is the trend to throwaway clothes? A recent Research Survey showed that girls of all ages are trying disposable panties—one in three of those we questioned.

Half of them chose Chukka. And 9 out of 10 intend to buy Chukka again.

We're not surprised. Chukka panties are not only the best they're the only nationally advertised and promoted brand.

Think of the new users . . . after less than a year, Chukka panties have turned in sales figures higher than even we expected. More advertising and promotion this year will develop the trend still further.

So join it. Stock and display Chukka panties.

For additional profits don't forget new Chukka briefs for men.

Once we get hold of a great idea, we never just throw it away.

chukka panties

For details of the full range of Chukka Products fill in the coupon below and post to: Sales Dept., LR Industries, North Circular Rd., London E.4 or Tel. 01-527 2377

Name _____

Address _____

Phone No. _____

D

An LR Industries disposable product

Nettin

furazolidone

PATENT EXTENSION

**By order of the Comptroller General
of Patents the term of British Patent
No. 735136 has been extended for a
period of three years and
four months.**

*Smith Kline & French Laboratories Limited
is the exclusive licensee under this and other
patents and the sole authorized source of supply
in Great Britain and Northern Ireland
of furazolidone and furazolidone products.*



Smith Kline & French Laboratories Limited, Welwyn Garden City, Hertfordshire.
Telephone: Welwyn Garden 25111

COMMENT COMMENT COMMENT COMMENT COMMENT

Matters of Moment

The list of motions to be considered at the Pharmaceutical Society Branch Representatives' meeting on May 21 (p 212) highlights the topics that are sufficiently important to demand consideration "at national level." Many subjects directly reflect problems met with by the "man in the dispensary" and have a practical rather than an academic bias.

The Cambridge and Huntingdon proposal concerning the dispensing of repeat prescriptions for oral contraceptives is likely to be endorsed wholeheartedly. The problems arising from the issuing of prescriptions that are valid for extended periods should be seriously and currently considered, especially now that regulations under the new medicines legislation are being drafted.

However, it must be acknowledged that mere "difficulty in application" should not be the sole consideration for amending the law and Branch Representatives will be waiting to learn the Cambridge recommendations concerning changes.

The implied criticism of the medical profession is justified in the context of the Burnley motion. It is often the repeat prescription that causes the problems.

It would seem that the recent edict by the Department of Health concerning the storage of drugs in hospitals has in some way overtaken the Mid-Glamorgan Branch motion "that a registered pharmaceutical chemist should be responsible for controlling the storage and distribution of

drugs in every hospital," but the adjective "every" is all important, especially now the hospital pharmaceutical service is in such a serious situation.

Its very existence depends upon a much more realistic attitude by the Whitley Council, the body that has contributed largely to the present disastrous situation.

The Bristol suggestion that the Pharmaceutical Society of Great Britain should take steps "to prevent the opening of new pharmacies in areas which are already adequately served, with a view to establishing a planned pharmaceutical service" seems to suggest that restriction in one area would solve problems elsewhere.

The problem of a planned pharmaceutical service is much more complicated and it is doubted whether the proscribing of the opening of pharmacies is a power that the Society could or should claim.

There appears to be some confusion between the opening of pharmacies and the implementing of contracts by pharmacists and local executive councils. We suggest that dispensing contracts and the opening of pharmacies are quite different topics and it is essential that the implications of each are clearly understood.

It is hoped that the last motion on the list, suggesting that negotiations should be initiated with the Health Department on an NHS contract "broadly on the lines put forward by the North-east London Pharmaceutical Committee," will not be relegated to that position on the May 21 agenda, for it could cause an extensive debate, and by May 21 the "splinter" could be a sizeable "log."

BUSINESS Q & A

Is not a lease a declining asset? What is it worth when it expires?

A lease is a wasting asset for the purposes of capital gains tax. This requires the owner, in computing any gain, to write down the cost of acquisition of the lease in accordance with the provisions of the Schedule 7, Finance Act 1965. At the expiry of a lease its cost is written down to nil. At the same time it may have a small value depending on the tenant's rights to renewal under the Landlord and Tenants Acts. This of course is a matter quite distinct from capital gains tax questions.

I understand that if you pay a premium for a lease you can write off the premium or part of it over the period of the lease as if it were rent. I thought I had paid a premium for a lease but I find that the Inspector of Taxes will not allow this deduction. Can you throw any light on this?

You have probably merely purchased an existing lease in which case you have laid out a capital sum to acquire an existing asset and there is no relief for this. Nor can you

claim any capital allowances in respect of leasehold shop property. There is a distinction between the purchase of an existing lease and the payment of a premium for the grant of a lease. If you approach a freeholder or the owner of a head lease, and you are granted a new lease or a new sub-lease on terms that you will pay a premium and thereafter an annual rent the effect will be somewhat as you describe. Since the passing of the Finance Act 1963 the payment of premiums for the grant of leases has become very much a thing of the past.

Is it true that you cannot claim tax relief on amortisation of a lease.

Yes it is perfectly true. Thus the effect can be that no relief is obtained from income tax in respect of amortisation, but on a disposal capital gains tax is charged on the basis of a written-down cost, so effectively charging the gain twice. Where a premium is paid to grant a lease (as distinct from purchase of the lease) a notional rent may be deducted in respect of an annual proportion of any part of the premium chargeable under Case VIII of Schedule D. This, however, is a relatively rare circumstance.

What are the present limits of directors' remuneration for corporation tax please?

The Finance Act 1969 removed the former artificial limits on remuneration for directors.

Thus directors may be paid the fair market rate of pay for the work which they do. Normally it will be much higher than the former artificially restricted amounts. For accounting periods overlapping March 31 1969 the period before that date is subject to the old restriction, and the period after that date is not. The old limits of directors' remuneration relating to the period before March 31 1969 are reduced proportionately to the period of time in the accounting period falling before that date.

Just over a year ago I made a settlement on my son, who is fifteen, that provides for the funds to be accumulated by the trustees until he is twenty-one. Although I cannot touch the money, and nor can he at present, the Inland Revenue say that the income of the trust must be treated as my income until my son is twenty-one. I cannot understand this, can you throw some light on the matter please?

It seems likely that the trust deed makes no mention of what is to happen to the funds if your son does not reach the age of twenty-one. If this is so there is probably what is termed a "resulting trust" in your favour. In this case you can be said to have retained an interest in the settled property and the income must be aggregated with your own.



JUST LIKE THEY SAID...

Everything at the new pharmacy of E. H. Slater Ltd, 283-85 High Street, Epping, Essex — open since January 19 — seems to have worked out precisely as planned.

Anyone who carried in his mind the advance details, as given in the *C&D Shop-fitting and Display Supplement* of May 31, 1969, could be pardoned for supposing, on entering the new premises, that he knew his way around just as if he had been there before.

Externally there is the blue fascia with gold-leafed stand-off metal letters and mortar and pestle, and the semi-circular fanlights that had given the illusory period flavour to the previous premises a few doors away and now already in ruins.

Just as described, there are the two wide unbacked windows on either side of the open 5ft doorway; which is "hot-air-curtained" when necessary.

The 56 ft run of seventeen Nordia units are duly present on the left-hand side of the 104-ft deep rectangle, 28 ft wide, that presents itself to the entering customer. If his advance reading has been meticulous it will occur to him that there are two small tables, not one, at which he can have apparatus demonstrated to him by an assistant, and if he samples one he will be quite astonished how free from interruption, whether by extraneous sounds or the curiosity of other customers, his demonstration will be, even on the busiest shopping day.

That is one of the bonuses of the Danish carpet squares that cover the floor and the acoustic-tiled ceiling overhead.

In the glareless but generous illumina-

tion provided by the two rows of rectangular ceiling light-boxes, each housing two fluorescent tubes, he will have equal comfort in examining the finer details of his camera, projector, light-meter or whatever.

"Further to the rear," quoting again from the supplement of last May, "are a large projection room and passport studio and another room that will do duty as fitting room for surgical appliances and elastic hosiery or . . . as demonstration room for a comprehensive range of agency cosmetics." The casual customer would not ordinarily be conscious of those facilities, but their privacy and, indeed the elegance of the demonstration room, would be advantageous to remember for the woman shown there how to match-in a new cosmetic colour or use her fingers correctly in applying a massage cream.

She would certainly be blissfully unaware that behind the mirror she was looking into, seemingly a fixed panel, lay concealed all the electrical switchgear for the whole of the building.

"The right-hand side of the shop is being taken up with no less than twenty-eight 3 ft 3 in Nordia wall units." There they all are, now with illuminated displays labelled as to class (hair, talcs, hand care, deodorants, bath, for men, dental, surgical) or as to manufacturer (Arden, Orlane, Rubinstein, Cyclax, Dorothy Gray, Estee Lauder, Innox).

Passing to one side or other of the central line of gondolas and island units our customer comes finally to the prescription department, strongly beckoning to him with its illuminated "Prescriptions"

subfascia visible from any part of the shop. Handing in his prescription at a counter he sees it passed through the hatch to the dispenser.

If he should seek advice or wish to purchase products that may only be sold under supervision, he would get it at that point, perhaps reminded of his need by the display, under glass, in an adjoining showcase, of products that may not be put on open sale. Otherwise he would sit waiting (to soft music) for his prescription on one of the ten comfortable chairs provided, or wander round to see whatever other goods may tempt his eye.

And there are plenty of them indeed. What strikes everyone using the shop is the enormous range of products on display in every department of the business, including many "not normally found in similar stores," as a local commentator put it. Upstairs, too, there is a vast stockroom from which the shelves are kept continuously replenished.

The customer should not have long to wait for his prescription, because the dispensary is one of the best-arranged and commodious to be seen anywhere. Along the right-hand wall is a Dispensmaster fitment of thirty-three pull units, along the left the ten runnered storage units for winchester from the previous shop.

On the shop side of the dispensary is the "dry" counter, including an ointment unit with 24 adjustable divisions, and with drawers, shelves, bottle rack and cupboards under. At the rear is the "wets" counter, with bottle rack, Elgastat water purifier, NPU refrigerator and other equipment.

An island bench centrally placed has one shelf above, drawers and open shelving below.

The dispensary layout is, of course, seen only by the privileged person allowed behind, such as a local doctor, who has also the privilege, shared with hospitals and wholesalers, of telephoning the pharmacy on a "private" number not given in the telephone directory.

There is, of course, a directory number for ordinary customers and each department of the shop has its own 'phone, on which an assistant may raise a query with a supplier, or place a supplementary order, while still keeping an eye on the customers.

Upstairs, in addition to the stockroom already mentioned, are a staff room with numbered locker for each employee and an outlook, on a clear day, over the Essex Uplands. Outside in the corridor is a beverage machine.

At the front, overlooking the High Street, are two administrative offices for the managing director and his secretary.

Another first-floor room houses the gas-operated warm-air equipment that keeps the shop warm in winter or may be switched to cool it in summer.

Transferring the stock from the old shop was a miracle of concentrated effort. Accomplished between closing-time on Saturday and opening time on Monday, it kept sixty people at work all night in a confusion made all the more frustrating in that some of the sixty were shopfitters putting the finishing touches to work they were under contract to complete.

Even now, though customers have been quick to come in and full of praise for the change, its full potential will not be realised until, for example, the car park at rear, designed to accommodate 33 cars, is paved and open and the access of service vehicles is similarly eased.

If there are further teething troubles, as no doubt there will be, director Mr Ray Stebbings will devoutly hope they will not again have him "yanked" out of bed three times at the call of the police because traffic vibration had set in motion a too-sensitively-set burglar alarm.

All told, however, prospects for the new premises are bright, and directors and staff are confidently looking forward to a new era of expanding sales and service.

Top left: The uncluttered lines of the new pharmacy are well illustrated in this view from the shop entrance. The carpet "tiles" throughout the length of the selling area give an added touch of luxury

Top right: Speed is of the essence in the well-designed dispensary at the rear of the premises. Its spaciousness and meticulous order ensure a minimum waiting time for prescriptions. The runnered storage units are seen in use here

Centre: While a prescription is being made-up the customer can wait in comfort on one of the upholstered seats—or can spend a few moments browsing through the wide merchandise range.

Bottom: Over to the dispensary. A high degree of sales supervision is provided for the pharmacist



KEEPING CONTROL OF YOUR STOCK

Stock control is the secret of successful retailing, because more money is tied up in stock than in anything else.

That was the warning given by Mr J. B. Thompson, MPS, FIPharmM, during postgraduate course lectures on retail pharmacy at Chelsea and Bradford. Stock, he said, should be thought of as investment, and a return of at least 15 per cent per annum expected on the capital employed.

Economic reorder quantity

What is the correct stock holding of an item? As the quantity ordered rises, purchasing costs per unit fall. But, at the same time, stock holding costs—lost interest, fixed overheads, deterioration, etc.—increase. The point of intersection of the two parameters on a graph represents the economic reorder quantity, Mr Thompson told his audience.

Above and below that point it becomes more expensive to hold the item in stock.

To demonstrate the contribution to net profit by rate of stockturn, the speaker gave these hypothetical comparisons:

Stock (retail value) £	3,000	3,000
Gross profit percentage	30	30
Stockturn	x4pa	x6pa
Sales	12,000	18,000
Gross profit £	3,600	5,400
Expenses £	1,500	1,500
Net profit	2,100	3,900

Thus net profit can, in these examples, be nearly doubled by turning stock two more times a year.

Keep a ledger, Mr Thompson advised, recording receipts on one side, disbursements on the other. Make sure that purchases are not outstripping sales and prepare a budget based on a sales forecast.

Make regular stock checks—about an hour a day spent counting a small section of the stock each time will cover all the items in the shop once a month. For this purpose, Mr Thompson recommended use of stock cards. On them should be entered stocks and deliveries to indicate: 1st stock + deliveries — 2nd stock = sales.

Using this information, orders can be placed on some sort of statistical basis. The effort involved is rewarded many times over, Mr Thompson claimed.

Much of the work of stocktaking can be delegated to staff—two girls can do 100 cards in an hour, said the speaker. Stocks should be taken in some order based on product groupings, manufacturer or fast sellers, for example. In particular the stockroom should be organised—it must be tidy, keep stock in good condition and have space allocated so that absence of an item is immediately apparent. No item should be in the stockroom that is not available in the shop.

Don't try to carry "one of everything" was Mr Thompson's next piece of advice.

The real profit is with fast-sellers and the aim should be to satisfy the majority of customers most of the time. When an item is not stocked, suggest the popular alternative or offer to obtain the one requested.

By being selective about the numbers of "basic demand" lines held, and cutting slow-sellers out completely, stock could often be reduced by 20 per cent—the money released should be re-invested in fast-sellers and new lines to stimulate customer interest. A "lost-sales" pad would indicate a demand—if asked for more than once a week the item should be taken into stock.

In retailing, only change is constant, said Mr Thompson. Stock cards would give a warning when demand for a line was falling off or increasing.

Use of a basic stock system was advocated by Mr Thompson. This is working out the minimum stock to be held of an item at any one time—if eight-week's stock the figure would be double the sales in a four-week stocktaking period. The order to be placed is then basic stock minus existing stock.

Advantage should be taken of bonus offers—but they should never involve taking more than 12 week's stock and they should return at least an extra 10 per cent (see Mr Thompson's *C&D* article "Bonus or Bogus Parcel," July 26, 1969).

Other actions that can be taken to improve stockturn—and, with it, profitability—were good buying, using the smallest possible number of suppliers; taking cash settlement discounts from suppliers instead of credit; involving representatives in stock problems so that they sold only goods acceptable to the retailer.

Mr Thompson closed by echoing advice given earlier in the lecture course by Mr Macdonald (*C&D*, January 31, p 132)—Get behind the best-sellers with merchandising, tie up window and interior displays, clearly price all goods visible to customers, and follow advertising campaigns on the best-sellers in *your* shop.

Equipment

Cash register for the '70s

NCR have introduced a "new concept" in cash register design—the 24 series—which provides for the forthcoming changeover to decimal currency, and "anticipates the retail cash-handling needs of the seventies."

The standard keyboard of the 24 series records £sd sales up to £9 19s 11d and includes a single-item key (which allows the recording of a single-item sale in one operation); sub-total key; total key and "add" key (which allows the register to be used as an adding machine); "read" key (permitting the accumulated total to

be read and printing the total on the audit roll) and accumulated total "reset" key. Keyboard capacities of £99 19s 11d are available with all models and every machine is prepared for "on the counter" change to decimal operation. (National Cash Register Co Ltd, Marylebone Road, London NW 1.)

Dual-price labeller

The new Rotex decimal price labeller system has been designed to make instant dual-price labels showing £sd and decimal prices, a second colour tape being used to indicate the converted price. A pack consisting of the labeller with price dial, tapes in three different colours, plastic price markers and white card price markers in three widths costs £9 11s 6d (Chartpak Rotex, Station Road, Didcot, Berks.)

Year Book Amendments

Subscribers are asked to note the following corrections that need to be made to the *Chemist & Druggist Year Book & Buyers' Guide 1970*. On the contents page, for "Anticoagulants, a table of" read "Anticonvulsants, a table of." Under "suppliers," page 215, amend address of Laboratories for Applied Biology to read 91 Amhurst Park, London N16.

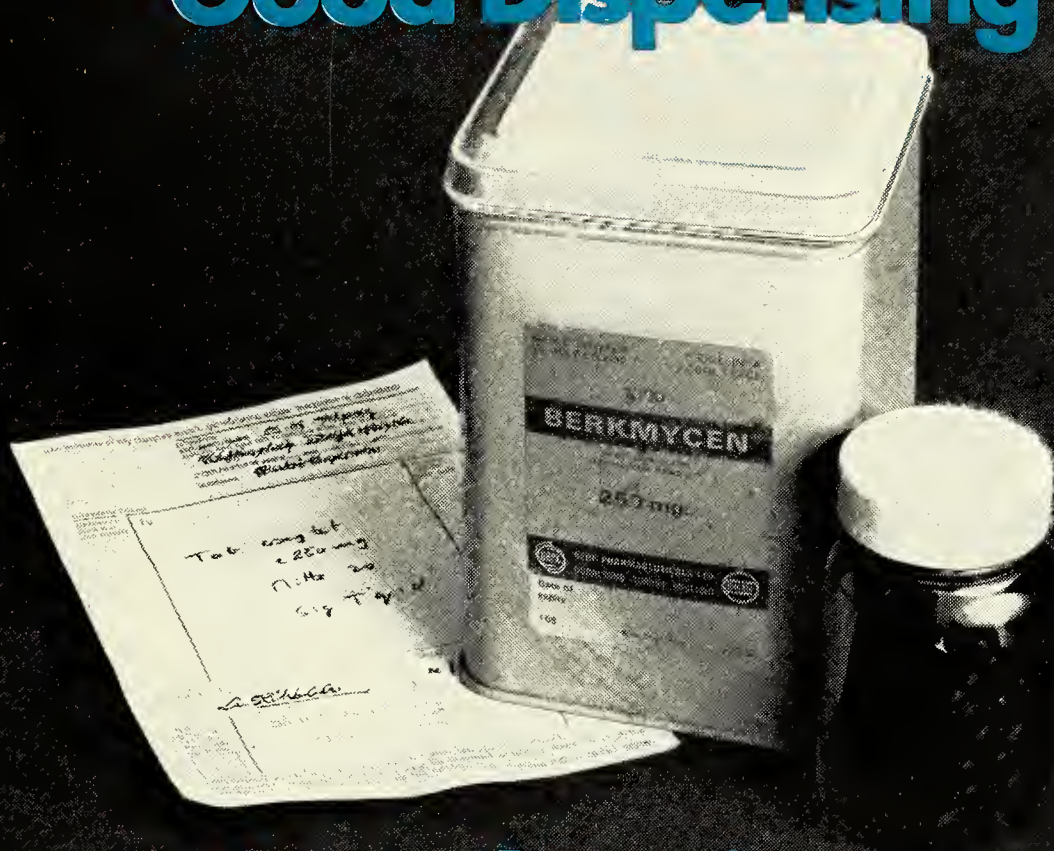
Amend entry for Plymouth and District NPU Branch (page 269) to "K. T. Wadge, Milehouse Pharmacy, 17 Wolseley Road, Plymouth, telephone 0752 53594, Chairman C. R. Underhill." Amend address (page 273) of Pharmaceutical and Allied Industries Association, Ltd, to 35 Dawson Street, Dublin. Under Department of Health and Social Security (page 277) amend to read "Chief Pharmacist T. D. Whittet, HonDSc, BSc, PhD, FPS, FRIC, DBA."

In the Trade Directory amend the following: Alcan (UK) Ltd, new telephone 01-493 1618; Brooke Bond Oxo, Ltd, insert telephone 01-686 8899; Castle Huskisson, Ltd, include additional address Swinton Works, Moon Street, London N1, telephone 01-226 3466 & 4006; Ferguson, Shaw & Sons, Ltd, amend telephone to 041-332 2756; Seravac Laboratories (Pty), Ltd, to read Miles-Seravac (Pty), Ltd; Strenol Products, Ltd, telephone to read 01-965 7583; Topsy Pharmaceuticals, Ltd, address to read 65 Grosvenor Street, London W1, telephone 01-493 1581.

In the Buyers' Guide amend the following: Under Colostomy Bags delete Macarthis, Ltd, Lipiphysan 10 per cent and 25 per cent solutions to read 10 per cent and 15 per cent; amend the companies under Paraffin Wax to read: Dartford Wax Company; Pearce, LRB, Ltd; Sterns, Ltd; Suter, A. F., & Co, Ltd; Thew, Arnott & Co, Ltd; Wymouth Lehr & Fatoils, Ltd, and under Paraffin Wax for Histology to read: Dartford Wax Company.

Under Shellac and Tragacanth, add Suter, A. F., & Co, Ltd. 'Unicare' entries to read 'Uricare.' The display advertisement (Acton Pill & Tablet Co, Ltd) page 204 also to read 'Uricare.'

Good Dispensing



Good Business

Both by professional and business standards BERK Economy Brands are the best choice for "open" prescriptions.

All are made with the same care as the specialities upon which our reputation is firmly based, yet prices are remarkably low.

When you need standard preparations to meet "open" prescriptions, the brands named below will give you the best possible value for money, including the assurance of quality upon which our name depends.

Approved Name	Berk Brand Name	Presentation	Packs
Bendrofluazide	BERKOZIDE ®	Tabs 2.5 mg & 5 mg	100 & 1000
Erythromycin	ERYCEN *	Tabs 250 mg	100 & 500
Imipramine	BERKOMINE ®	Tabs 10 mg Tabs 25 mg	250 & 1000 200 & 1000
Nitrofurantoin	BERKFURIN ®	Tabs 50 mg & 100 mg	100 & 1000
Oxytetracycline	BERKMYCEN ®	Tabs & Caps 250 mg Syrup 125 mg/5 ml	100 & 1000 500 ml
Penicillin V	ECONOPEN ® V	Tabs 125 mg & 250 mg	100 & 500
Phenylbutazone	FLEXAZONE ®	Tabs 100 mg Tabs 200 mg	250 & 1000 250
Quinidine sulphate	AURIQUIN *	Tabs 200 mg & 300 mg	100 & 500
Tetracycline	TETRACHEL *	Tabs 250 mg Caps 250 mg Syrup 125 mg/ml	100 & 1000 100 & 500 500 ml

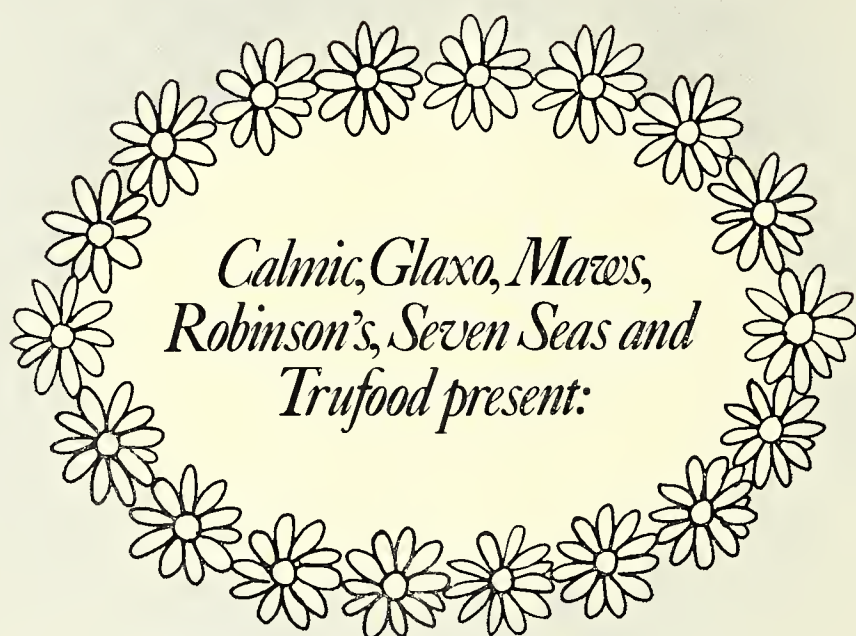


Further details available on request

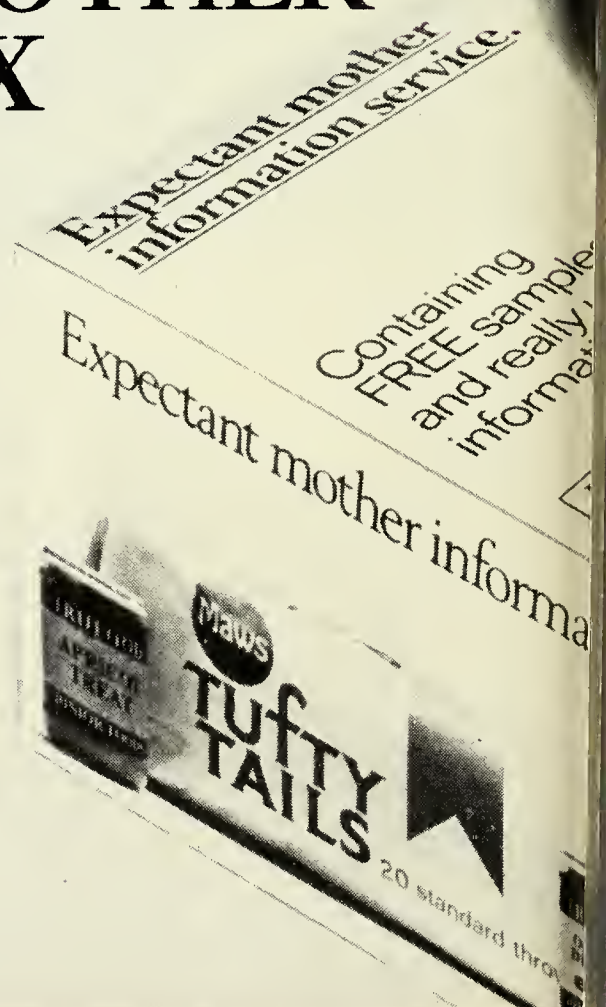
BERK PHARMACEUTICALS LIMITED · GODALMING & SHALFORD · SURREY

*Trade Mark ® Regd. Trade Mark

J.3043



FREE
during her first pregnancy
THE NEW
EXPECTANT MOTHER
BABY BOX



WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

Prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide.

Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. / =Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
ute Magic (383 DG)	—	—	14 6	Achromycin (746 Lederle) TS	—	—	—	Alloy (430 Every)	—	—	—
ebut (366 DR & A)	—	—	—	ciment 3 1/2 23g	3	0ea	4 6	Allcock's (31 AP)	—	—	—
ebut (366 Dendron)	—	—	—	eye and ear ciment	—	—	—	(distributors 366 DR & A)	—	—	—
(247 Chanel)	—	—	—	1 1/2 3.5g	1	6ea	2 3	(distributors 1377 R & A)	—	—	—
bath oil spray 775	—	—	75 0	old pack	—	—	—	Allercur (1475 SCL) ts7	—	—	—
de Cologne 1482	—	—	55 0	Actifresh (1535 Phillips)	—	—	—	ciment 20g	2	4ea	3 5
1483	—	—	150 0	aerosol 6 1/2oz	3	10ea	3 9	syrup 100ml	4	3ea	6 9
1486	—	—	260 0	Agarol (1310 WW)	—	—	—	tablets 20mg	20	2 10ea	4 3
de toilette 1302	—	—	40 0	170ml	28	4	10 5	100	13	0ea	12 11
1303	—	—	63 0	300ml	64	10	23 9	All Fours (1068 Roberts)	—	—	—
1304	—	—	110 0	2 1/2	18	6ea	24 8	cough mixture	13	0	3 6
1305	—	—	170 0	6oz, 14oz & 80oz	—	—	—	Altlev (1176 Squibb) ts4B	—	—	—
um de toilette	—	—	—	Agfa (16 A GL)	—	—	—	tablets 10mg	10	3ea	16 0
miser refill 500R	—	—	55 0	films black & white	—	—	—	500	47	0ea	70 6
ume 207	—	—	79 0	Agfapan 1000	—	—	—	25mg	100	21	4ea
209	—	—	87 6	35mm	—	—	—	500	94	0ea	141 0
200	—	—	130 0	Agricare (969 Pfizer) existing entry	—	—	—	Alubarb (901 Norton) ts4A	—	—	—
201	—	—	200 0	Agricare (969 Pfizer)	—	—	—	(distributors 1343 Vetric)	—	—	—
ay refill 15R	—	—	55 0	Agricidin	39	7ea	49 1	tablets	6	0ea	—
toilet (1)	—	—	6 9	2 1/2 gal	190	9ea	236 3	dp100	20	0ea	—
(3)	—	—	20 0	Agriclen aerosol 6oz	9	3ea	12 6	dp300	—	—	—
bath (3)	—	—	30 0	Agrimark aerosol 6oz	7	6ea	10 0	Alupent (145 B) +	—	—	—
m 6902	—	—	21 0	Agrimin bullets	—	—	—	(distributors 301 Gafgy)	—	—	—
oil 1391	—	—	—	castle 10	72	3ea	25 0	syrup	6	2ea	9 3
y (705 Kirby)	—	—	—	sheep 20	59	6ea	70 0	Ambre Soie (325 Golden)	—	—	—
mer treatment	42 0	15 5	6 7	Dexavin 100ml	56	0ea	84 0	duo-can	32	4	28 10
2 (247 Chanel)	—	—	—	Paslam 80ml	7	0ea	10 6	bottle	88	4	48 8
de Cologne 1482	—	—	35 0	pig and poultry wormer	—	—	—	Amplex (67 Ashe)	—	—	—
1483	—	—	55 0	sachet 43	81	10ea	106 0	tablets clinical	1000	—	—
1485	—	—	150 0	Sevlam 100ml	20	0ea	30 0	Anaderm (705 Kirby)	—	—	—
1486	—	—	260 0	Sevlam P 100ml	34	0ea	51 0	pile ointment	19	0	6 11
de toilette 1302	—	—	40 0	Albamycin (1263 Upjohn) TS	—	—	—	Anadin (653 ICC)	—	—	—
1303	—	—	63 0	syrup 100ml	21	3ea	—	tablets	8	9 5	3 6
1304	—	—	110 0	2oz	—	—	—	Analgin (901 Norton) tDDI	—	—	—
1305	—	—	170 0	Albamycin T (1263 Upjohn)	—	—	—	(distributors 1343 Vetric)	—	—	—
um de toilette	—	—	—	paediatric 100ml	13	3ea	—	tablets	7	0ea	—
ay 500	—	—	85 0	60ml	—	—	—	Analoam (871 MCC)	—	—	—
il 500R	—	—	55 0	Alberto Culver (1437 ACC)	—	—	—	soil tester	32	0	—
ume 207	—	—	79 0	Get Set gel	—	—	—	Ananase (1080 Rorer)	—	—	—
209	—	—	87 6	New Dawn hair colour	—	—	—	(distributors 324 Crookes)	—	—	—
200	—	—	130 0	Albion (25 AS)	—	—	—	tablets	240	0ea	88 0ea
201	—	—	200 0	(distributors 1363 Alcos)	—	—	—	Anaxeryl (115 Bange)	—	—	—
ay refill 15R	—	—	55 0	ichthammol soap	11	6	4 2 1/2	ointment	11b	—	—
toilet (1)	—	—	6 9	milk & sulphur soap	11	6	4 2 1/2	Andre Philippe (48 AP)	—	—	—
(3)	—	—	20 0	Albion (339 CG)	—	—	—	bubble bath	—	—	—
bath (3)	—	—	30 0	cotton wool	1oz	8 2	—	bubble bottle	25	29 0	10 7 1/2
m 6902	—	—	21 0	2oz	12	10	—	dimple	2	14 3	5 3
1113 S & B)	—	—	—	4oz	21	2	—	horse head—bookend	16	135 0	49 6
de Cologne	—	—	—	16oz	5	7ea	7 2	continental	34	114 0	62 3 1/2
ginal shape	—	—	—	8oz	36	5	4 0	Cologne swan dimple	23	26 0	14 3 1/2
No. 810	—	—	140 0	16oz	5	2ea	6 10	deodorant spray	10	19 0	10 5 1/2
No. 811	—	—	87 0	Albucid (187 ES) ts4B	—	—	—	suntan spray	22	19 0	10 5 1/2
No. 812	—	—	63 0	eye drops 10% 10ml	43	0	6 0	Andrews (976 FS & T)	—	—	—
No. 9119	—	—	40 0	20% 10ml	49	0	6 2	liver salt	8oz	39 3	13 3
No. 815	—	—	26 6	30% 10ml	52	0	6 6	diabetic	3oz	41 3	14 0
No. 816	—	—	14 3	old packs	—	—	—	Anifo (529 Gorney)	—	—	—
No. 554	—	—	45 0	Albustix (843 ML)	—	—	—	Anift (529 Gorney)	—	—	—
nter No. 843	—	—	7 11	reagent strips	30	0	6 3	Anodesyn (137 Boots)	—	—	—
orant roll-on	—	—	6 9	Aldis (1027 Rank)	—	—	—	suppositories	12	28 0	—
osol	—	—	7 11	cine cameras	—	—	—	72	11	3ea	17 6
ck	—	—	6 11	815	—	—	1199 0	Antalby (115 Bange)	—	—	—
d cream No. 9122	—	—	7 6	816	—	—	1399 0	tablets	250	—	—
Cologne flow on	—	—	6 6	slide projectors	—	—	—	Antelope (Well 961 EGP))	—	—	—
c cream tube	—	—	—	Trulite 180 with 10cm	—	—	—	perfume	15	9ea	3 3ea
No. 9112	—	—	2 6	lens	—	—	413 9	4oz	29	3ea	16 1ea
No. 5055/9111	—	—	4 6	2000 semi-auto with	—	—	550 0	8oz	49	9ea	27 4ea
(1) No. 8859	—	—	4 6	8.5cm lens	—	—	600 0	10oz	74	10ea	41 2ea
de Cologne No. 230	—	—	7 6	10cm lens	—	—	—	2oz	122	4ea	67 4ea
um No. 5316	—	—	6 0	2000 automatic with	—	—	—	4oz	213	11ea	117 8ea
umed No. 9121	—	—	9 6	10cm lens	—	—	233 0	8oz	353	6ea	194 2ea
n (97 Bayer) ts4B	—	—	—	2000 auto de luxe with	—	—	—	16oz	886	0ea	312 4ea
ets 100	12 0ea	4 5ea	22 5	10cm lens	—	—	933 0	atomiser	1oz	88	4ea
da (383 DG)	—	—	—	Mini with 5cm lens	—	—	520 11	refill	1oz	86	0ea
m 14cc	—	—	16 0	8.5cm lens	—	—	479 6	diffusor	1oz	30	3ea
55cc	—	—	49 6	slide projector Q.I.12	—	—	499 6	4oz	31	2ea	28 2ea
st (843 ML)	—	—	—	electronic flash gun	—	—	199 0	8oz	43	3ea	24 0ea
ent tablets 100	51 0	—	6 4	Trulite 300	—	—	—	1oz	—	—	—
				Q. I. 50	—	—	—	4oz	—	—	—
				1000 semi auto	—	—	—	suppositories	12	37 6	13 9

the most versatile digitalis glycoside

LANOXIN brand DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR
BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Anzora (47 Anestan)											
special	—	—	—	D	P2/6	—	61 11		Bandbox (67 Ashe)		
foam after shave	—	—	—	D	P2/7	—	103 4		brilliantine 2oz		
Apiserum (253 Chemia)					P2/8	—	93 5		shampoo almond oil		
ampules 5ml 24	—	—	110 8		P2/10	—	101 10		1oz & 3oz		
Aradolene (1023 Radiol)					P2/12	—	103 4		wave set small		
analgesic cream 200g	140 0	51 4	21 6		Atoi (76 Atkinson)				Barbide (894 Nicholas)		
Arbrex (1400 PBI)					parfum de toilette	110 11	59 6	18 10	Beaucaire (430 Eucryl)		
pruning compound					parfum mist aerosol	146 4	78 6	24 10	cleaning fluid small	23 9	2 10
1/2pt	3 4ea	—	5 0		perfume purse size	61 5	32 11	10 5	large	54 0	6 7
Ardinex (147 Boots)					mignon	107 7	57 8	18 3	1 gal	28 0ea	42 0
capsules 500				D	demi flacon	196 11	105 7	33 5	Becosed (901 Norton)†ls4A		
Aronde (287 CPC)					talcum powder	49 7	26 7	8 5	(distributors 1545 Vestric)		
bath crystals	274	29 0	15 6	4 11 1	toilet soap	21 6	7 8	3 4	elixir 500ml	10 0ea	—
bath salts	270	46 7	25 0	7 11	Atrixio (1164 55L)				21	34 0ea	—
bubble bath	273	25 3	9 1	3 11	hand care tin	404	16 0	8 10	16oz & 80oz	—	—
	284	57 8	20 7	8 11 1		408	23 8	13 0			
triple pack	279	64 0	22 11	9 11		426	42 5	23 4	Beecham's (104 BP)		
herbal	285	11 4	4 1	1 9 1		403	50 6	27 9	powders + hot lemon	6 28 4	10 5 3 1
pine needles	282	31 9	11 4	4 11		409	136 0	74 9	Beedi Bands (1369 RMC)		
cleansing milk	27	17 2	9 3	2 11	tube	406	20 7	11 4	hair decoration		
cream rinse	236	10 9	3 10	1 8	Atromid S (649 ICI)				medium	—	3 11
deodorant aerosol 157	34 4	18 5	5 11		capsules 250mg				large	—	4 6
dusting powder 29	58 2	31 8	9 11		Auraltone (1295 Wade) †				stretch Alice	—	9 11
eyebrow pencil 103	11 4	6 0	1 11		1/2oz	2 8ea	1 0ea	5 0	3-row	—	16 11
eye shadow quartet									5-row	—	—
	107	14 8	7 11	2 6	Aureomycin (746 Lederle) T5				Bellair (109 BCL)		
	108	14 8	7 11	2 6	ointment 3% 25g	3 0ea	—	4 6	deodorant "all day"		
hand and body lotion	50	29 0	15 6	4 11 1	1/2oz & 1oz	—	—	—	aerosol 80g	23 0	12 8
					ophthalmic ointment	—	—	—	spray 75cc	15 3	8 3
hot water bottles					3-5g	1 6ea	—	2 3	hair spray aerosol 80g	19 0	10 6
with handle 2013	54 0	—	5 11		old pack	—	—	—	205g	32 0	17 7
double ribbed	2012	56 0	—	6 3	Avena (1480 Izal)				Belle Argent (525 Golden)†		
large 2014	62 0	—	6 11		bath crystals 16oz	20 0	10 2	1 8	shampoo hair colouring	46 6	25 7 7 9
lipstick quartet	441	11 4	6 0	1 11	(2doz)	(2doz)	(2doz)		Belle Color (525 Golden)†		
liquid make-up	225	20 8	11 1	3 6	Avrogl (1281 Vincent)						
moisturising cream 28	29 0	15 6	4 11		(distributors 366 DR & A)				Beltona (112 BL)		
shampoo's					(distributors 1377 R & A)				Beltona (800TM)		
egg and lemon	16 2	5 9	2 6		Ayrton (78 A5 & Co)				lotion		
children's	31 9	11 4	4 11		antiseptic cream	14 0	5 1 1/2	2 6	6oz	43 0	15 9 6 1
lemon cream	25 3	9 1	3 11 1		A.P.C. plus tablets	22 0	8 1	4 0	12oz	66 0	24 3 9 4
triple pack	44 8	16 0	6 11		balsam of glycerine,	16 0	5 10 1/2	2 6	80oz	200 0	73 4 28 4
talcum	30	23 1	12 5	3 11	lemon and honey				Bemax (103 Beecham)		
perfumed	26	29 0	15 6	4 11	(Beehive)	100ml	18 9	6 10 1/2	10oz	35 11	3 9
Arriad (235 Carteret)					200ml	36 0	13 2 1/2	6 0	20oz	33 2	6 11
anti-perspirant spray					bronchial emulsion	200ml	30 0	11 0	(1/2 doz)	—	—
extra dry 120g	49 3	27 1	7 11		burn cream	20 0	—	2 9	Bengue's Balsam (115 Bengue)		
170g	61 8	33 11	9 11		chilblain ointment†	16 0	5 10 1/2	2 6	original or greaseless		
Supreme aerosol	43 0	22 6	6 11		tablets 50	20 0	—	2 6	500g	31 0ea	—
Asmal (901 Norton) †ls4A					children's cough syrup	60ml	17 7	6 5	1lb	—	—
(distributors 1545 Vestric)					cold-sore lotion	12 5	4 7	2 0	Benylin (938 PD)†s7		
tablets					corn & wart paint	12 5	4 7	2 0	expectorant 125ml	32 0	12 0 5 0
dp100	6 0ea	—	—		earache drops	15 0	5 6	2 6	500ml	—	—
dp500	24 0ea	—	—		eau de Cologne 5oz	20 0	11 0	3 9	Benzets (901 Norton)		
Aspellin (1023 Radiol) existing entry				D	lanolin (toilet)	18 0	9 11	3 0	(distributors 1545 Vestric)		
Aspellin (1023 Radiol)				I	malt extract 1lb	32 0	—	4 0	lozenges	15 0	—
aspirin spirit liniment					with c.l.o. 1lb	33 5	—	4 3	Beplete (1352 Wyeth) †ls4A		
100ml	50 0	—	6 3		penicillin VK T5				elixir 150ml	54 0	6 0
450ml	12 0ea	—	18 0		mixture 125mg/5ml				4oz	—	—
2l	50 0ea	—	75 0		100ml	49 6	—	—	Beplex (1352 Wyeth)		
Aspro (893 Nicholas)					250mg/5ml				elixir 150ml	54 0	6 0
soluble tablets 24	24 9	8 5	3 4		100ml	96 0	—	—	4oz	—	—
Astral (333 Cupal)					tablets 250mg	100	18 10ea	—	Berex (31 AP)		
general purpose blocks					250	45 10ea	—	—	Berex (1377 R & A)		
Channel				D	500	90 10ea	—	—	Bethanid (218 Calmic)		
bubble pack blocks			1 9		1000	180 0ea	—	—	capsules 100	13 4ea	20 0
Freesia			1 9		sore throat tablets 50	14 5	5 3 1/2	2 3	Better Off (385 DG)		
D/A toilet blocks			2 6 1		sulphur & yeast tablets	13 0	4 9	2 0	for the face	—	16 0
aerosols			—		Azostix (843 ML)				for the legs	—	13 9
Freesia super house-			3 11		reagent strips 25	51 9ea	—	77 7	B.F.I. (837 MSD)		
hold			5 6		Baby Life (1499 BLP)				powder		
Nice'n Fresh bathroom			—		bibs and feeders				7g	28 0	10 0 4 4
Apple Blossom			—	D	No.1	10 6	—	1 3	15g	42 0	15 0 6 6
Astral (509 Gibbs)					No.2	13 3	—	1 8	Bidormal (34 A & H)		
cream					No.3	32 0	—	4 0	Bili-Labstix (843 ML)		
family	43 5	23 11	7 0		No.4	16 3	—	2 0	reagent strips 100	53 3ea	79 10
hp.	99 3	54 7	16 0		No.5	22 3	—	2 9	Bio (1400 PBI)		
Atkinson & Borker's (88 RB&S)				D	No.6	19 0	—	2 3	baby bio	1 2ea	1 9
Atkinson & Barker's (1418 Strenol)				I	No.7	28 0	—	3 6	16oz	3 0ea	4 6
infants preservative	16 2	5 11	2 6		No.8	24 0	—	2 11	1qt	6 4ea	9 6
Atkinsons (76 Atkinson)					No.9	19 0	—	2 3	1gal	19 0ea	28 6
English lavender	21cc	52 1	27 11	8 10	No.10	17 3	—	2 3	5gal	—	—
	41cc	84 11	45 6	14 5	No.11	33 3	—	4 3	compost maker	—	—
	82cc	155 8	83 6	26 5	No.12	29 0	—	3 6	baby bio potting com-		
	143cc	237 2	127 2	40 3	No.13	30 11	—	3 9	post		
	317cc	447 11	240 2	76 0	No.14	43 9	—	5 6	No.1	2 0ea	3 0
	654cc	854 6	458 3	145 0	No.15	19 6	—	2 5	No.2	5 0ea	7 6
soap bath	31 3	11 2	4 10		No.16	32 0	—	3 11	No.3	8 8ea	13 0
talcum powder	43 8	23 5	7 5		No.17	59 9	—	7 6	seed and cutting	—	—
Gold Medal eau de					No.18	33 0	—	4 0	compost		
Cologne					No.19	53 0	—	6 6	No.1	2 0ea	3 0
	41cc	84 11	45 6	14 5	No.20	96 0	—	12 0	No.2	5 0ea	7 6
	82cc	155 8	83 6	26 5	old range				No.3	8 8ea	13 0
	143cc	237 2	127 2	40 3	cotton wool	16oz	37 0	4 3 1	Bioglan-M/Q (127 Bioglan) †s4B		
	317cc	447 11	240 2	76 0	Band-Aid (672 Johnson)				tablets		
	654cc	854 6	458 3	145 0	elastic plasters				50 & 100	—	—
watch flask	20cc	47 2	25 4	8 0	wallets	10 8	—	1 3	Biovital (1023 Radiol)		
soap toilet	21 0	7 6	3 3		1 1/2in x 1yd strip	22 8	—	2 8	vitamin tonic 160ml	160 0	20 0
bath	31 3	11 2	4 10		2 1/2in x 1yd strip	31 2	—	3 8	Bisks (1530 Fisons)		
talcum powder	43 8	23 5	7 5		6in strip	5 8	—	8	chocolate biscuits	17 3	3 10 2 2
Atlas (1233 Thorn)					washproof plasters				Swedish crisp bread 3 1/2oz	39 8	2 0
photographic lamps					wallets	10 8	—	1 3	(2 doz)	—	—
P1/1	—	—	3 2		small assorted	16 4	—	1 11	Blake's (135 TB)		
P1/2	—	—	7 10		medium assorted tin	25 6	—	3 0	witch hazel cream 50g	25 8	9 5 4 0
P1/6	—	—	14 8		large assorted tin	34 0	—	4 0	Blistez (366 DR & A)		
P1/8	—	—	77 9		economy	42 6	—	5 0	Blistez (366 Dendron)		
P1/9	—	—	61 11		medium strips tin	25 6	—	3 0			
P1/11	—	—	93 5		large strips tin	34 0	—	4 0			
P1/12	—	—	72 6								
P1/13	—	—	52 2								
P1/15	—	—	82 6								
P2/1	—	—	22 10								
P2/4	—	—	18 2								
P2/5	—	—	18 2								

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Velvet (1164 55L)	14 10	8 2	2 6	Brooklax (1037 Reckitt)	8 10	3 1	1 4	cotton wool absorbent	7 0	—	—
lotion 264	22 5	12 4	3 9	18	18 5	6 5	2 9	1oz	9 5	—	—
es lles (247 Chanel)	—	—	35 0	Brunitex (1113 5 & B)	26 6	8 10	3 9	2oz	15 6	—	—
de Cologne 1482	—	—	55 0	shampoo bottle 80cc	—	—	—	4oz	26 3	—	—
1483	—	—	150 0	sachets	—	—	—	16oz	87 6	—	—
1485	—	—	260 0	Buccaline Berna (1556 Farillon)	7 52 0	19 0	8 1	1oz	8 2	—	—
1486	—	—	40 0	tablets	—	—	—	2oz	12 8	—	—
de toilette 1302	—	—	63 0	Buto (128 Biometica)	23 6	12 7	4 0	4oz	21 3	—	—
1303	—	—	110 0	hair remover 24.5g	34 4	18 5	5 10	8oz	44 0	—	—
1304	—	—	170 0	51g	37 8	20 2	6 5	16oz	67 6	—	—
1305	—	—	79 0	70g	—	—	—	1yd	42 2	—	—
ume 207	—	—	87 6	leg lotion	29 10	10 11	4 3	3yd	31 2	—	—
209	—	—	130 0	Buttercup (430 Eucryl)	40 0	14 8	5 9	6yd	56 11	—	—
200	—	—	200 0	syrup	20 0	7 4	2 10	12yd	110 6	—	—
201	—	—	6 9	small	30 0	11 0	4 4	hospital wrapped	6yd	27 0	—
toilet 3 3001	—	—	20 0	med	42 0	15 5	6 0	unwrapped	6yd	26 3	—
3 3002	—	—	10 0	large	—	—	—	unsterilised	25yd	65 4	—
3 3004	—	—	30 0	Caffexen (211 Butler)	6oz	—	—	(3 doz)	—	—	—
3 3005	—	—	21 0	Colomep (705 Kirby)	—	—	—	gauze ribbon	10 11	—	—
3 6902	—	—	—	Californian Poppy (76 Atkinson)	16 8	8 11	2 10	1in x 6yd	13 0	—	—
c (1400 FBI)	2 4ea	—	3 6	perfume trial	25 1	13 5	4 3	1in x 6yd	16 10	—	—
mint (1037 Reckitt)	6 8 10	3 1	1 4	standard	45 2	24 3	7 8	2oz	30 3	—	—
16	18 5	6 5	2 9	perfumed Cologne	22 7	12 1	3 10	4oz	55 6	—	—
olin (115 Bengue)	500g	14 9ea	—	talcum powder	—	—	—	8oz	55 6	—	—
ment 11b	—	—	—	Calsept (901 Norton)	8 0ea	—	—	16oz	104 0	—	—
's (162 Bragg)	31 0	—	3 4	(distributors 1545 Vestric)	30 0ea	—	—	1oz	9 10	—	—
bits 6oz	55 10	—	6 0	4oz, 16oz & 80oz	—	—	—	1oz	14 10	—	—
13oz	105 5	—	11 4	Cannon (224 Cannon)	12 0	—	1 6	2oz	26 0	—	—
26oz	15 9	—	1 9	cap, disc and teat set	20 0	—	2 6	4oz	47 10	—	—
biscuits 7oz	26 3	—	2 11	nurser teat pack	16 0	—	2 0	16oz	173 9	—	—
14oz	134 3	—	14 11	soother all rubber	—	—	—	1oz	9 6	—	—
7lb	55 10	—	6 0	Cantil (824 MCP)	—	—	—	1oz	14 1	—	—
der 10oz	50 17 10	—	1 11	tablets	—	—	—	2oz	25 0	—	—
ets 100	28 8	—	3 1	with phenobarbitone	—	—	—	4oz	45 0	—	—
250	62 9	—	6 9	ts154A	50	19 10ea	7 3ea	16oz	162 6	—	—
reth's, Dr. (31 AP)	—	—	—	Caprosem (747 Leo)	—	—	—	multiple pack dressing	No. 1	42 2	—
ributors 366 DR & A)	—	—	—	Cardinelli (226 CBP)	—	—	—	No. 2	85 10	—	—
ributors 1377 R & A)	—	—	—	eyelashes	68 0	37 3	12 0	zinc oxide spoons	6 0	—	—
(607 Hilston)	—	—	—	subspiky underlashes	50ml	24 1	8 10	1in x 1yd	8 9	—	—
p wash 1gal	13 6ea	—	18 0	Carmil (657 IL)†DDI	3oz	—	—	1in x 3yd	14 8	—	—
5gal	52 6ea	—	70 0	diarrhoea mixture	—	—	—	1in x 3yd	21 6	—	—
den 1gal	18 0ea	—	24 0	Carnate (365 Demuth)	—	—	—	1in x 5yd	19 9	—	—
5gal	71 3ea	—	95 0	(distributors 366 DR & A)	—	—	—	1in x 5yd	29 0	—	—
lin (1393 BRL)†5	—	—	—	(distributors 1377 R & A)	—	—	—	2in x 5yd	49 6	—	—
ules 250mg	—	—	—	nail polish conditioner	33 10	17 8	5 6	3in x 5yd	66 6	—	—
hotone (1295 Wade)†	—	—	—	Casilan (518 Glaxo)	8oz	65 0	—	1in x 10yd	29 0	—	—
100ml	3 3ea	1 2ea	6 0	4oz	—	—	—	1in x 10yd	45 9	—	—
500ml	13 4ea	—	—	Ce-K-Sal (930 P & B)	—	—	—	Cerumol (718 LAB)†	—	—	—
2l	46 0ea	—	—	Celaton (126 Biocos)	—	—	—	eardrops approx	11ml	36 0	4 0
ey (194 Bronnley) existing entry	—	—	—	buerlecithine 250cc	31 0ea	—	39 0	55ml	77 0	—	8 7
ley (194 Bronnley)	—	—	—	500cc	60 0ea	—	76 0	2oz	—	—	—
bath Cologne	—	—	—	CH ₃	60 24 0ea	—	32 0	Cetrim (1024) Raimes)	—	—	—
0731	—	—	3 7	falling hair men	120 41 0ea	—	58 0	antiseptic cream	4oz	40 0	14 8
0735	—	—	8 9	ampoules	20	28 0ea	10 6ea	Chanel (247 Chanel)	—	—	—
0738	—	—	12 9	lotion	2 0ea	1 1ea	4 0	rouge d'orient	7543R	—	15 0
0270	—	—	5 0	PK7	19 0ea	—	25 0	for men	—	—	—
0277	—	—	4 3	rinse	2 0ea	1 1ea	4 0	after shave	4oz	—	39 6
0132	—	—	3 0	Cellogen (385 DG)	—	—	—	Cologne	4oz	—	50 0
ball 0108	—	—	13 0	cream	30cc	—	25 0	Chantage (76 Atkinson)	—	—	—
crystals	—	—	—	55cc	—	—	38 0	parfum de toilette	110 11	59 6	18 10
0074; 0402	—	—	11 0	hand cream	30cc	—	13 6	parfum mist aerosol	146 4	78 6	24 10
0438	—	—	12 0	55cc	—	—	21 0	perfume purse size	61 5	32 11	10 5
0066	—	—	1 0	Celtex (1164 55L)	—	—	—	mignon	107 7	57 8	18 3
cubes	—	—	—	sanitary belt adjustable	17 3	2 4	2 2	demi flacon	196 11	105 7	33 5
essence	—	—	—	sanitary towels	12	23 6	—	talcum powder	49 7	26 7	8 5
pine 0928	—	—	13 0	super soft	18	33 3	—	toilet soap	21 6	7 8	3 4
sachets 0070	—	—	1 0	Centyl (747 Leo)	30	54 3	—	Charco-lax (698 Keswick)	—	—	—
ole bath oil 0721	—	—	3 5	injection	—	—	—	tablets	74 0	27 0	12 0
0725	—	—	8 7	tablets 2.5mg	25	—	—	41 0	15 0	6 6	D
0728	—	—	12 0	tablets 5mg	25	—	—	Cheroline (1329 White)	—	—	—
lotion 0704	—	—	3 3	tablets with reserpine	—	—	—	cough linctus	20 0	7 4	3 0
0705	—	—	7 7	Ceporex (518 Glaxo) T5	—	—	—	Cherub (366 DR & A)	—	—	—
py Hands 0708	—	—	10 7	capsules 250mg	20	75 0ea	112 6	Cherub (1377 R & A)	—	—	—
bath day 6408	—	—	5 6	100	360 0ea	—	540 0	Chloresium (67 Ashe)	—	—	—
ey & flowers 6409	—	—	5 8	20	147 6ea	—	221 3	ointment	1oz	—	D
0245	—	—	8 9	500mg	100	710 0ea	1065 0	Chloromycetin (938 PD) TS	—	—	—
nica	—	—	—	syrup 250mg/5ml 100ml	75 0ea	—	112 6	palmitate suspension	100ml	10 6ea	—
ble bath	—	—	12 0	Certor (786 MacDonald)	—	—	—	60ml	—	—	D
ogne	—	—	15 0	badges w.o.w.	—	—	—	Christy (261 Christy)	—	—	—
n balm	—	—	11 0	1in x 4yd	4 3	—	—	lanolin face pack	sachet	9 9	5 5
p	—	—	5 0	2in x 4yd	6 11	—	—	tube	20 6	11 3	3 6
um	—	—	10 0	3in x 4yd	9 8	—	—	emulsion	2oz	20 11	7 8
iseptic 0146	—	—	2 9	4in x 4yd	12 6	—	—	tube	20 11	7 8	3 3
uty visitors 0061	—	—	2 0	hospital quality	—	—	—	Ciloreal (525 Golden)	46 6	25 6	7 9
0062	—	—	3 0	1in x 4yd	2 3	—	—	Citanest (68 Astra)	—	—	—
entry herbs 0143	—	—	6 0	1 1/2in x 4yd	3 4	—	—	with adrenaline 1-200,000	—	—	—
ort de luxe 0112	—	—	4 7	2in x 4yd	4 4	—	—	1.5% 20ml 5 & 50ml	—	—	D
on toilet 6122	—	—	2 9	2 1/2in x 4yd	5 4	—	—	Clarke's (764 L&M)	—	—	—
ap on a rope 6136	—	—	8 7	3in x 4yd	6 6	—	—	blood mixture	150ml	26 5	9 9
th 0613	—	—	5 0	4in x 4yd	8 3	—	—	227.3ml	37 0	13 7	5 3
ap on a rope 0619	—	—	11 0	6in x 4yd	12 9	—	—	454.6ml	60 0	22 0	8 6
-makeup 0523	—	—	2 9	bandage triangular	19 4	—	—	1136.5ml	120 0	44 0	16 9
nge 0109	—	—	9 7	capsicum tissue	1oz	20 3	—	tablets	30	22 8	8 4
le oil toilet 0642	—	—	2 3	2oz	35 5	—	—	54	35 6	13 0	5 0
bath 0643	—	—	3 9	4oz	66 11	—	—	medicated soap	85g	11 0	4 0
plastic container	—	—	—	1oz	17 11	—	—	salve	28.3g	24 9	9 1
1643	—	—	4 9	2oz	30 6	—	—	85g	37 0	13 7	5 3
tors 0641	—	—	1 7	4oz	57 6	—	—	170g	60 0	22 0	8 6
im 0711	—	—	3 0	6oz	60 0	—	—	skin lotion	113.6ml	20 0	7 4
0715	—	—	6 0	cellulose tissue	16oz	36 0	—	Climatone (930 P & B)	—	—	—
0718	—	—	8 7	cellulose wadding	—	—	—	tablets	25	—	D
ussin (1097 Sandersons)	—	—	—	—	—	—	—	Clinistix (843 ML)	—	—	—
h suppressant 3oz	33 0	—	4 0	—	—	—	—	reagent strips	50	46 0	—
6oz	57 0	—	7 0	—	—	—	—	—	—	—	5 9

	Trade	Tax	Retail	
Clinitest (843 ML)†				
pocket set	84 0	—	10 6	
refill tablets	29 0	—	3 7	
Clinitetrix (518 Glaxo) T5				
tablets 100	30 0	—	45 0	D
Clique (67 Ashe) perfume				
Co-caps (275 Co-C)				
methyldopa 250mg 100	34 0ea	—	—	
imipramine 25mg†s4B 250 42	0ea	—	—	
Colgate (280 CP) 5 pack minimum order				
shave cream brushless	24 6	8 11	3 6	
giant lather	—	—	—	D
chlorophyll toothpaste	—	—	—	D
shaving stick refill	—	—	—	D
Colofac (1539 Duphar)				
tablets 50mg	—	—	—	D
Coloplast (1364 HM5)				
colostomy bags				
8×5	10	5 4ea	—	
8×5½	10	6 6ea	—	
10×6½	10	9 6ea	—	
12×4	10	6 6ea	—	
12×5	10	7 6ea	—	
extra range				I
8×5	10	9 0ea	—	
8×5½	10	10 0ea	—	
10×6½	10	13 0ea	—	
Color-Glo (525 Golden)	34 6	19 0	5 9	
Coltapaste (1155 S & N)				
zinc and coal tar bandage 3½×6yd	37 0	—	4 4	
Compactoid (339 CG)				
first aid outfit girl guides				D
Complan (518 Glaxo)				
1lb	53 0	—	5 5	
Conroy 480 (971 P5MB)				D
Controvar (1497 SCL) †s4B				
tablets 21	5 0ea	—	7 6	
100	103 9ea	—	155 8	
Coopers (293 FC)				D
Coopers (200 B & P)				I
diabetic products				
dessert fruit tins 8oz	22 4	—	2 4	
19oz	48 0	—	5 0	
jellies 7oz	29 7	—	3 1	
marmalades 7oz	26 5	—	2 9	
15oz	45 7	—	4 9	
preserves 7oz	29 7	—	3 1	
15oz	51 2	—	5 4	
Coopers (295 CM & R)				
aerosols existing entry				D
aerosols				I
fly killer perfumed	31 5	—	3 7	
super	42 5	—	4 10	
large	75 4	—	8 7	
ant killer	42 5	—	4 10	
de-icer	29 3	—	3 4	
Fresh-aire				
gaiety, floral, bouquet	29 3	—	3 4	
super standard, lavender, bouquet	38 9	—	4 5	
nocturne	52 8	—	6 0	
crawling insect killer	75 4	—	8 7	
garden spray	47 6	—	5 5	
moth proofer	42 5	—	4 10	
spray starch	29 3	—	3 4	
window cleaner	29 3	—	3 4	
worm capsules small	11 8	4 3	1 10	
large	13 8	5 0	2 2	
Copholco (1295 Wade) †DDI				
100ml	3 3ea	1 2ea	6 0	
500ml	13 4ea	—	—	
2l	46 0ea	—	—	
Coronette (563 Hampshire)				D
Coronette (1038 R & C)				
Correcto (1333WL)				
tablets 25	25 6	9 4	3 9	I
Cortacream (1155 S & N) T5				
bandage 3½×1yd	85 1	—	9 11	
3½×2yd	103 11	—	12 1	
Cosaldon (117 BPL)				D
Cosaldon (614 Hoechst)				
Cosmedin (366 DR & A)				D
Cosmedin (366 Dendron)				I
Cossack (563 Hampshire)				D
Cossack (1038 R & C)				I
men's hairdressing				
aerosol	36 11	20 4	5 10	
large	79 1	43 6	12 5	
Coterpin (78 A5 & Co) †DDI				
cough syrup 500ml	17 0ea	—	—	
2l	61 0ea	—	—	
Cremalgex (901 Norton)				
(distributors 1545 Vestric)				
tube 30g	21 0	8 0	3 2	
Creme Puff (813 MF)				
refill twin pack	53 4	27 10	9 0	
Cremor Antisepticus (78 A5 & Co)				
450g	7 2ea	—	—	
2Kg	20 0ea	—	—	
Cremor Rusci Co (78 A5 & Co)				
500g	15 0ea	—	—	
Creo Terpin (78 A5 & Co) †DDI				
500ml	15 0ea	—	—	
2l	50 0ea	—	—	

		Trade		Tax		Retail	
Crolox (324 Crookes)							D
Croupine (1068 Roberts)							
cough syrup		22 1		8 1		3 3	
		44 2		16 2		6 4	
Crystapen V (518 Glaxo)							
suspension 125mg/5ml 60ml							D
syrup 62.5mg/5ml 60ml							D
125mg/5ml 60ml							D
Cuir de Russie (247 Chanel)							
eau de Cologne	1482	—		—		35 0	
	1483	—		—		55 0	
	1485	—		—		150 0	
	1486	—		—		260 0	
eau de toilette	1302	—		—		40 0	
	1303	—		—		63 0	
	1304	—		—		110 0	
	1305	—		—		170 0	
perfume	207	—		—		79 0	
	209	—		—		87 6	
	200	—		—		130 0	
	201	—		—		200 0	
soap toilet (1)	3001	—		—		6 9	I
(3)	3002	—		—		20 0	
bath (3)	3005	—		—		30 0	
talcum	6902	—		—		21 0	
Culmak (332 Culmak)							
shaving brushes							
Spartan		33 9		12 4		5 3	
Junior		41 9		15 4		6 6	
Traveller		48 3		17 8		7 6	
Chum		61 0		22 4		9 6	
Senior		74 0		27 3		11 6	
Saloon		106 0		38 10		16 6	
50/50		177 0		65 0		27 6	
50/50 Traveller		196 0		71 10		30 6	
Prince		212 0		77 8		33 0	
50/50 Mark II		289 0		106 0		45 0	
No. 30		225 0		82 6		35 0	
No. 40		309 0		113 4		48 0	
No. 55		405 0		148 6		63 0	
Sovereign		440 0		161 3		68 6	
No. 84		566 0		207 6		88 0	
No. 86		675 0		247 6		105 0	
Super		706 0		258 10		110 0	
Cupal (333 Cupal)							
sulphur and treacle		21 0		—		2 6	
Curicones (67 Ashe)							D
Cussons (338 Cussons)							
cold cream soap							
toilet	2518	10 7		3 9½		1 5	
bath	2400	16 11		6 0½		2 3	
Imperial Leather							
scap toilet		10 7		3 9½		1 5	
bath		16 11		6 0½		2 3	
giant		24 5		8 8½		3 3	
Cutipen (485 Fulford)		31 7		17 4		5 5	
Cyclonal (971 P5MB)†sIs4A							
sodium ampoules 1g	25	66 8ea		—		100 0	
0.5g	25	—		—		—	D
Cycloserine with INH (413 Lilly)							D
Cygnat (705 Kirby)							I
iron and yeast tablets	80	26 0		9 6		4 1	D
Dabitoff (430 Eucryl)		27 0		—		3 0	
Daisy (430 Eucryl)							
powders all sizes							D
tablets 130 size							D
tablets	24	19 0		6 11½		2 9	
	48	35 0		12 10		5 0	
Dakins (1351 WLU)							
soap carnation, sandal-wood, muguet, fern	38 7	14 2		6 0			
Dalacin C (1263 Upjohn)Ts							I
capsules 75mg	16	15 0ea		—		—	
	100	90 0ea		—		—	
	500	444 6ea		—		—	
150mg	16	28 0ea		—		—	
	100	168 0ea		—		—	
	500	830 0ea		—		—	
Dalivits (705 Kirby)							
tablets	15	26 0		—		3 3	
Daonil (614 Hoechst)							
tablets	100	66 0ea		—		99 0	
	500	330 0ea		—		495 0	
Davenol (1352 Wyeth)†s7DDI							
linctus	150ml	54 0		—		6 0	
	4oz	—		—		—	D
Day-Vits (705 Kirby)							
tablets	15	36 0		—		5 0	
D.D.D. (359 DDD)							
(distributors 366 DR & A)							D
(distributors 366 Dendron)							
Delafine (1480 Izal)							
bath crystals	22oz	10 10		5 6		1 10	
	46oz	20 7		10 6		3 6	
salts	17oz	15 6		7 11		2 8	
toilet water eau de Cologne or lavender							
	210cc	21 2		10 9		3 9	
Delagar (366 DR & A)							D
Delfoam (607 Hilston)							
cattle soap	10lb	13 0ea		—		19 6	
	½cwt	56 8ea		—		85 0	
Delsey (702 KC)	10 case	minimum order					
facial tissues							
Colourblend	150	30 0		4 2		1 10	
		(2 doz)		(2 doz)			

	Trade	Tax	Retail
Delta-Cortelan (518 Glaxo)			
tablets 1mg			
Dentiline (430 Eucryl)			
denture cleaner	21 0	7 8½	3 3
refill	18 0	6 7	2 9
Dentinox (366 DR & A)			
Dentinox (366 Dendron)			
Dermalac (938 PD)			
Dermasan (343 DH)			
Dermasan (1038 R & C)			
medicated cream	28 6	10 5	4 1
Desert Flower (1131 Shulton)			
hand and body lotion			
1719	38 9	20 9	6 9
1923	34 6	18 6	6 0
talcum powder	—	—	—
Beauty Clean	—	—	—
Beauty Clear	—	—	—
Beauty Ice	—	—	—
Corn Silk fluid make up	—	—	—
moisture base	—	—	—
deodorant roll-on	—	—	—
spray	—	—	—
stick	—	—	—
hand cream	—	—	—
hand & body lotion	—	—	—
dispenser	—	—	—
special	—	—	—
perfume presentation	—	—	—
Detectol (746 Lederle) T5			
tablets 300mg 100	43 0ea	—	64 6
Dettol (1037 Reckitt)			
ointment	12 4	4 2½	1 9
small	28 9	9 9	4 0
large			
Dextrosol (200 B & P)			
tablets double	55 2	—	1 11
(3doz)			
Dextrostix (843 ML)			
reagent strips	25 34 6ea	—	51 9
D. F. P. (147 Boots)			
Diamond (333 Cupal)			
foot powder	25 9	—	2 11
Dibistin (262 CIBA)			
cream	28 0	—	3 6
30g	—	—	—
1oz	—	—	—
Dimotane (1071 Robins)			
elixir	500ml 19 5ea	—	29 2
20oz	—	—	—
expectorant †	500ml 27 0ea	—	40 6
20oz	—	—	—
tablets L.A.	100 33 5ea	—	50 2
500	160 0ea	—	240 0
Dimotapp (1071 Robins)			
elixir	500ml 20 9ea	—	31 2
Distaquaine V-K (378 Dista)			
tablets 60mg			
Docteur Pierre's (1407 Jaccaz)			
toothpick quill	25 33 0	12 1	5 0
50 64 0	23 1	9 5	
Doktibad (62 A & C)			
(distributors 1363 Alcos)			
Dolcin (31 AP)			
Dolcin (1377 R & A)			
Domestos (382 Domestos)			
regular	17 2	—	1 8
Dorothy Gray (385 DG)			
Dorothy Gray (385 DG)			
dry skin cleanser	55cc —	—	14 0
115cc	—	—	24 0
200cc	—	—	33 0
extra rich night cream	—	—	—
30cc	—	—	15 0
55cc	—	—	25 0
115cc	—	—	40 0
eye beauty cream	—	—	12 0
eyebrow pencil	—	—	4 0
eye make-up remover	—	—	—
12cc	—	—	7 0
hand cream	tube —	—	10 0
115cc	—	—	19 0
new masque frappe	—	—	12 0
orange flower skin	—	—	—
lotion	116cc —	—	14 0
290cc	—	—	29 0
Perfemina	—	—	14 0
portrait make-up	—	—	14 0
quick cleanser	116cc —	—	14 0
roll-on deodorant	—	—	—
anti-perspirant	55cc —	—	11 0
spray	—	—	14 0
salon cold cream	55cc —	—	14 0
115cc	—	—	24 0
200cc	—	—	33 0
special dry skin mixture	—	—	—
30cc	—	—	15 0
55cc	—	—	25 0
stay-matt	30cc —	—	14 0
texture lotion	116cc —	—	14 0
290cc	—	—	29 0
whitening cream	30cc —	—	13 0
Young and Lovely			
beauty lotion	—	—	12 0
blushers	—	—	13 0
cleansing grains	—	—	12 0
clearing cream	—	—	12 0
compact powder	—	—	8 0
face pads	—	—	12 0
foundation	—	—	8 0
heal and conceal stick	—	—	10 0
lipstick	—	—	7 0
refining lotion	—	—	12 0
skin cleanser	—	—	12 0

	Trade	Tax	Retail
a (96 BC)	32 0	—	4 0
g killer	—	—	—
est (62 A & C)	—	—	—
brushes	—	—	5 0
istle	—	—	4 3
res	—	—	6 0
ntal	—	—	—
mer (1368 Chiswick)	—	—	—
s	—	—	—
mer (1068 Roberts)	13 3	—	1 9
s	—	—	—
om (705 Kirby)	—	—	—
ilan N.A. (1539 Duphar)	—	—	—
open-VK (117 BPL) T5	—	—	—
ets 125mg	100	9 Oea	13 6
500	42	Oea	63 0
Om	100	17 5ea	26 2
500	80	Oea	120 0
ocrepe (1155 S & N)	—	—	—
ton crepe bandage	—	—	—
x 5yd stretched	—	—	—
3025	30 7	—	3 7
x 5yd	3003	36 8	4 3
x 5yd	3004	47 10	5 7
oplast (1155 S & N)	—	—	—
trip	7920	16 3	1 11
7921	25 5	—	3 0
7922	36 8	—	4 4
7970	10 7	—	1 3
illet	—	—	—
ssing strips	4015	22 7	2 8
x 1yd	4025	31 0	3 8
x 1yd	4003	36 0	4 3
aid dressings	4120	16 3	1 11
4121	25 5	—	3 0
4122	36 8	—	4 4
4150	10 7	—	1 3
8121	25 5	—	3 0
ashable	9120	16 3	1 11
9121	25 5	—	3 0
7120	16 3	—	1 11
7121	25 5	—	3 0
4165	5 8	—	8
aid strip	—	—	—
ster BPC	1111	12 11	1 6
x 1yd	1212	19 4	2 3
x 1yd	1001	25 9	3 0
tic strapping water proof	—	—	—
x 1yd	7011	10 0	1 2
x 3yd	7001	17 3	2 0
x 3yd	7002	25 9	3 0
web (1155 S & N)	—	—	—
atched 3x6/7yd	3603	139 8	16 4
n (385 DG) existing entry	—	—	—
n (385 DG)	—	—	—
ing powder	—	—	—
plastic	—	—	11 9
d and body lotion	—	—	12 6
ume	—	—	19 9
purse	—	—	21 6
ay mist	—	—	9 11
lette	—	—	8 9
perfume	—	—	12 6
25cc	—	—	21 6
54cc	—	—	—
e-up	—	—	—
ush-on blusher	—	—	34 9
eam powder	—	—	14 6
eliner brush	—	—	11 9
eliner liquid	—	—	13 6
ush-on	—	—	13 6
opelling pencil	—	—	17 6
refill	—	—	6 0
e make-up remover	—	—	—
ads	—	—	11 9
e shadow brush-on	—	—	18 9
eam	—	—	13 6
lick	—	—	13 6
a powder	—	—	14 6
tick	—	—	11 6
uid make-up	—	—	14 6
scara block	—	—	12 6
ush-on	—	—	19 6
refill	—	—	12 0
l enamel	—	—	11 6
ge cream	—	—	11 9
n glossers	—	—	28 0
7 Anestan) existing entry	—	—	—
7 Anestan)	—	—	—
sol	48g	34 7	19 0
95g	46 4	25 6	7 11
et pack	12 9	7 0	2 0
health cream	24 8	9 1	3 6
mitt	33 3	18 3	5 6
ans (414 Ellimans)	—	—	—
ributors 104 BP)	—	—	—
l embrocation 4oz	29 0	10 8	4 0
ersal embrocation	—	—	—
2oz	21 9	8 0	3 0
4oz	29 0	10 8	4 0
(525 Golden)	—	—	—
aerosol	360g	118 8	65 4
(506 Gerhardt)	—	—	—
ributors 1377 R & A)	—	—	—
nal foam refill 45g	11	8ea	15 6
90g	21	Oea	28 6
ac BT (696 Pfizer)	—	—	—
ne (vet.)	50ml	52 7ea	61 10
250ml	247	4ea	291 0

	Trade	Tax	Retail
Endrine (1352 Wyeth)	—	—	—
refill	100ml	54 0	20 0
3oz	—	—	7 8
25ml	21 0	8 0	3 0
1oz	—	—	—
Energol (67 Ashe)	—	—	—
E.P. (430 Eucryl) †	—	—	—
tablets	16	15 0	5 6
100	48 0	17 7	7 8
Erasmic (509 Gibbs)	—	—	—
shaving stick	20 7	7 7	3 0
Erythroped (2 Abbott)T5	—	—	—
pro. infans. granules	—	—	—
for suspension to	—	—	—
make	100ml	7 0ea	10 6
Escapade (1131 Shulton)	—	—	—
Cologne perfumed	65 0	34 10	11 3
bath foam	69 0	24 8	11 0
Eskamel (1153 SKF)	—	—	—
ointment	25g	32 0	11 9
1oz	—	—	5 0
Esoderm (1007 PL)	—	—	—
shampoo	20g	17 0	6 3
300g	114 0	41 10	17 9
1250g	26 6ea	—	—
Estrovis (1310 WVV)†s4B	—	—	—
tablets	2	135 0	20 3
Ethobral (1352 Wyeth)	—	—	—
tablets	20	100	7 9ea
8 & 250	—	—	—
Ethyl chloride (115 Bengue) existing entry	—	—	—
Ethyl chloride (115 Bengue)	—	—	—
local	30ml	74 0	8 3
refill	51 0	—	5 8
50ml	79 0	—	8 10
refill	56 0	—	6 3
100ml	120 0	—	13 5
refill	97 0	—	10 10
general	50ml	79 0	8 10
refill	56 0	—	6 3
100ml	120 0	—	13 5
refill	97 0	—	10 10
Eucalyptine (115 Bengue)	—	—	—
suppositories adult	10	—	—
Eucryl (430 Eucryl)	—	—	—
denture powder	12 0	4 5	1 10
16 0	5 10	2 5	—
smokers	20 0	7 4	3 0
tooth powder	12 0	4 5	1 10
18 0	6 7	2 9	—
smokers	19 0	6 11	2 10
Euglucon (1087 Roussel)†s4B	—	—	—
tablets 5mg	100	66 Oea	99 0
500	330	Oea	—
Euvitol (34 A & H)	—	—	—
tablets	250	—	—
elixir	21	—	—
150ml	—	—	—
Eve Taylor (1214 ETBP)	—	—	—
body balm	4oz	—	17 6
8oz	—	—	28 0
12oz	—	—	35 0
cucumber cleansing	—	—	—
lotion	4oz	—	19 6
8oz	—	—	32 6
skin freshener	4oz	—	19 6
8oz	—	—	32 6
facial cleansing brush	—	—	9 9
facial wash	4oz	—	15 0
8oz	—	—	25 0
12oz	—	—	30 0
morning mask	1oz	—	23 0
2oz	—	—	40 0
4oz	—	—	18 6
8oz	—	—	31 0
Evramycin (1352 Wyeth) TS	—	—	—
suspension	100ml	17 Oea	22 8
60ml	—	—	—
Executive (845 GM)	—	—	—
shaver Professional	112	Oea	39 6ea
(distributors 372 De Witt)	—	—	—
Ex-Lax (440 Ex-Lax)	—	—	—
laxative chocolate	6	11 1	4 1
18	24 0	8 10	3 5
36	38 0	13 11	5 5
junior	12 11	4 9	1 10
pills	18	24 0	8 10
Eylure (443 Eylure)	—	—	—
eyelashes existing entry	—	—	—
eyelashes	103 6	56 11	17 6
spikey, spikey wings	91 2	50 4	17 11
natural daytime, mini	—	—	—
lash	91 2	50 4	20 0
medium close, natural	—	—	—
fur	—	—	—
ready trimmed close,	—	—	—
coquette, classic	—	—	—
sweep, almond eye,	—	—	—
standard close	103 6	56 11	20 0
ready trimmed sable,	—	—	—
sable tone, double	—	—	—
outer fringe, sophis-	—	—	—
ticate	103 6	56 11	23 0
mannequin	115 0	63 3	23 0
ready trimmed sable	—	—	—
style	115 0	63 3	25 7
heavy AAA, sable	—	—	—
style	0	82 6	25 7

	Trade	Tax	Retail
jewelled natural fur,	—	—	—
ready trimmed sable	—	—	—
style, sable tone,	—	—	—
golden sable, silver-	—	—	—
line sable	108 0	2 6	28 2
Miss Eylure first	—	—	—
flutter, underlash,	—	—	—
half measures, ups	—	—	—
"n downs, moon-	—	—	—
rakers, fluffies,	—	—	—
bobby dazlers	68 0	37 5	12 10
brush on make-up	—	—	—
set	135 0	74 0	23 6
face maker kit	135 0	74 0	23 6
brush on make-up set	—	—	—
refill	25 2	13 2	4 3
model eyes refill	20 8	10 10	3 6
Falcodyl (901 Norton)†	—	—	—
(distributors 1545 Vestric)	—	—	—
500ml	9 Oea	—	—
21	30 Oea	—	—
16oz & 80oz	—	—	—
Fam-Lax (1068 Roberts)	—	—	—
tablets	9 5	3 5	1 6
17 8	6 6	—	2 9
Farex (518 Glaxo)	—	—	—
(distributors 448 Farleys)	—	—	—
3 cereal	38 5	—	2 0
(2doz)	—	—	—
Farlene (448 Farleys)	—	—	—
baby food	38 5	—	2 0
(2doz)	—	—	—
Farleys (448 Farleys)	—	—	—
baby dinners and	—	—	—
sweets — raspberry	—	—	—
sweet	12 3	—	1 4
milk food full cream	46 0	—	4 6
Femetra (774 LR)	—	—	—
Femfresh (47 Anestan) existing entry	—	—	—
Femfresh (47 Anestan)	—	—	—
deodorant sachets	4	12 0	6 7
12	26 6	14 7	4 5
20	37 9	20 9	5 11
dry-spray aerosol	50g	37 9	20 9
66g	45 3	25 0	7 6
120g	56 10	31 3	8 11
gold	55 2	30 4	9 3
gelee	25 0	13 9	3 11
talcum	25 0	13 9	3 11
gold	28 11	16 10	4 11
Feminor	21 (774 LR)	—	—
Finjal (1113 S & B)	—	—	—
beauty soap	38 11	13 0	5 6
"Classic" creme	98cc	107 0	54 0
231cc	220 0	111 1	34 6
Satin Touch talc	100g	54 4	27 5
"Fresh" creme	98cc	107 0	54 0
231cc	220 0	111 1	34 6
Finifume (705 Kirby)	—	—	—
anti-smoking tablets	30	30 0	11 0
Fisherman's Friend (771 LCPL)	—	—	—
family linctus	100ml	26 0	9 6
old pack	—	—	—
Floret (1037 Reckitt)	—	—	—
fly killer standard	30 0	—	3 6
Folicin (930 P & B)	—	—	—
tablets	500	—	—
Folie (385 DG)	—	—	—
roulette perfume	56 0	31 0	9 11
Fontaine (366 DR & A)	—	—	—
Fontaine (1377 R & A)	—	—	—
Formacaine (1386 TP)	—	—	—
(distributors 1345 GOW)	—	—	—
Formamint (1386 TP)	—	—	—
(distributors 1345 GOW)	—	—	—
Formula 16 (1281 Vincent)	—	—	—
(distributors 366 DR & A)	—	—	—
(distributors 1377 R & A)	—	—	—
Fortodyl (54 Antigen)	—	—	—
Fortral (97 Bayer) †s4B	—	—	—
tablets	500	161 4ea	—
French Almond (1070 Windsor)	—	—	—
dusting powder	103 3	55 4	19 6
Freshette (563 Hampshire)	—	—	—
Freshette (1038 R & C)	—	—	—
deodorant aerosol	42 11	23 7	6 7
tissues	21 2	11 8	3 3
Fresh'n Dainty (506 Gerhardt)	—	—	—
(distributors 366 DR & A)	—	—	—
(distributors 1377 R & A)	—	—	—
Frozocone (365 Demuth)	—	—	—
(distributors 366 DR & A)	—	—	—
(distributors 1377 R & A)	—	—	—
Frozoalavender (365 Demuth)	—	—	—
(distributors 366 DR & A)	—	—	—
(distributors 1377 R & A)	—	—	—
Fucidin (747 Leo) T5	—	—	—
capsules	36	248 Oea	330 8
250	1678 Oea	—	2237 4
suspension	60ml	67 6ea	90 0
tablets	100	660 3ea	880 4
Fucidin V.P. (747 Leo)T5	—	—	—
capsules	36	165 5ea	220 6
150	250	1119 2ea	1492 2

	Trade	Tax	Retail	
Fuji (565 Hanimex) cine film single 8 black and white				
R50	—	—	25 2	
R200	—	—	25 2	
Fujica (565 Hanimex) camera 35mm Compact with case camera cine single 8				
P1	—	—	660 0	
Z2	—	—	2140 0	
Z600	—	—	3800 0	
Fungilin (1176 Sqibb) TS twin pack	32 0ea	—	48 0	
Furacin (1153 SKF) ointment	31 0	—	3 11	
25g	28 0ea	—	42 0	
500g	—	—	—	D
1oz & 16oz	—	—	—	
Gala (876 MP) Barely There	IGB8 54 4	29 11	8 9	
Colour Up	IGD8 97 7	53 8	17 6	
eyebrow pencil	IGB8 21 6	11 10	3 10	
size	IGD6 97 7	53 8	17 6	
Face Up	IGD6 20 11	11 6	3 9	
nail colour	IGB7 28 0	15 5	5 0	
"Little Gem"	IGD7 97 7	53 8	17 6	
remover	IGD9 97 7	53 8	17 6	
Shape Up	IGD7 35 0	19 3	6 3	
Shine Up	IGD7 51 4	28 3	9 0	
talcum shaker	IG48	—	—	D
toning lotion	—	—	—	D
cuticle cream	—	—	—	D
cuticle remover	—	—	—	D
duo shapers	—	—	—	D
face makers	—	—	—	D
liquid shadow & brush	—	—	—	D
maxima cleanser creme	—	—	—	D
trio	—	—	—	D
nail treatment	—	—	—	D
liquid velvet	—	—	—	D
velvet finish	—	—	—	D
velvet finisher	—	—	—	D
velvet highlighter	—	—	—	D
velvet shapers	—	—	—	D
velvet bloom IGDI	—	—	—	D
nail colour gold	—	—	—	D
standard	—	—	—	D
"Big Gem"	—	—	—	D
remover IG26	—	—	—	D
natural bloom	—	—	—	D
Galloways (430 Eucryl) cough syrup	small 18 10	6 11	2 9	
med	28 7	10 6	4 3	
large	43 0	15 9	6 4	
Garliso (135 TB) cough mixture	200ml 32 0	11 9	5 0	
8oz	—	—	—	D
liquid	150ml 28 6	10 5	4 6	
200ml	35 6	13 0	5 8	
500ml	74 6	27 4	11 9	
4 1/2	39 6ea	14 6ea	74 0	
old sizes	—	—	—	D
Gayelord Hauser (29 Alfonal) capsules	88 0	—	11 0	
G.H. vitamins	40 0	—	5 0	
vitamin A & D	21 4	—	2 8	
wheat germ	8oz	—	—	
Gelusil (1310 WW) tablets	20 17 10	6 6	2 9	
50	35 9	13 1	5 3	
suspension	170ml 36 0	13 2	5 1	
500ml	84 0	—	9 4	
6oz & 24oz	—	—	—	D
Gem (365 Demuth) (distributors 366 DR & A) (distributors 1377 R & A)				D
Genasprin (1530 Fisons) tablets	500	—	—	D
Gestone-oral (930 P & G) tablets	5mg 25	—	—	D
10mg 25	—	—	—	D
25mg 25	—	—	—	D
Gibbs (509 Gibbs) dentifrice	11 6	4 3	1 7	
Gillette (514 Gillette) blades platinum				
packets or dispensers	5	59 3	21 3	4 4
(25)	—	—	—	—
(50)	118 7	42 5	4 4	—
(50)	—	—	—	—
10	108 4	38 9	7 11	—
(25)	—	—	—	—
Super Silver	—	—	—	D
Technomatic razor	56 9	20 4	6 11	—
cartridge refill	—	—	—	—
old pack	—	—	—	—
Git-Sticks (67 Ashe)				D
Goddess (280 CP) shampoos				D
Golden Babe (761 Lilia-White) disposable nappy liners				D
Gomina Argentina (1407 Jaccaz) hair fixative	tube 40 0	22 0	6 11	
jar	76 0	41 9	13 0	
Gondafon (1479 SCL) ts4B tablets	20 4 10ea	—	7 0	
100	22 0ea	—	32 0	
500	102 5ea	—	148 11	

	Trade	Tax	Retail	
Gordon Moore (563 Hampshire) Gordon Moore (1038 R & C) cosmetic toothpaste	18 3	6 8	2 7	D
	27 1	9 11	3 10	
Gralac (63 Arnold) auxiliary cream	110cc 66 0	36 0	11 3	
220cc	110 0	61 0	18 10	
hair colour restorer	110cc 66 0	36 0	11 3	
220cc	110 0	61 0	18 10	
Grey Charm (525 Golden) hair colouring	34 6	19 0	5 9	D
Grosvenor (547 GPC) existing entry Grosvenor (547 GPC) children's bath time				
treasure chest	4	14 6	8 0	2 6
traffic de lights	60	22 9	12 6	3 11
santa soap	61	27 0	9 11	4 3
miniature tankard	8	24 9	13 7	4 3
"two by two"	62	35 0	12 10	5 6
"little treasure"	71	29 0	16 0	5 0
talc	72	38 0	14 0	5 11
bubble bath	73	41 0	15 0	6 6
Wally Whale bubble	73	41 0	15 0	6 6
bath	26	44 6	16 3	6 11
Sandy Squirrel bubble	27	46 0	25 3	7 11
bath	16	16 0	5 10	2 6
cat/dog crystals	16a	18 8	6 10	2 11
bubble baths	20	38 0	13 11	5 11
dimple	21	44 6	16 4	6 11
dimple hand painted	48	50 6	18 6	7 11
floral shatterproof	49	50 6	18 6	7 11
shatterproof	50	63 0	23 0	9 11
perfumed bath foam	51	63 0	23 0	9 11
"creme foam"	53	73 0	26 9	11 6
shatterproof	52	63 0	23 0	9 11
decanter	52	63 0	23 0	9 11
"three of a kind"	52	63 0	23 0	9 11
gift packs	5	16 0	8 9	2 9
dimple fantasy	5a	19 0	10 5	3 3
hand painted	7	17 0	9 3	2 11
cushion pack	80	22 0	8 1	3 6
rose soap trio	24	22 9	12 6	3 11
bath delights	31	28 6	15 8	4 11
splash Cologne	30	32 0	17 7	5 6
handbag perfume	9	27 6	15 1	4 9
rainbow box	11	28 6	15 8	4 11
pouchette	81	35 0	18 0	5 11
"boater" delights	36	34 0	18 8	5 11
lantern delights	43	48 0	17 6	7 6
foam bath/soap	13	46 0	23 0	7 11
hand painted jar	82	61 0	33 6	10 6
fantasy bowl	83	31 0	13 3	5 0
fantasy/soap	84	73 0	26 9	11 6
guest soap bowl				
Guerlain (548 Guerlain) eye shadow stick refill	—	—	14 6	
rouge compact	—	—	64 6	
for men				
Habit Rouge after shave travel				
flask	—	—	42 0	
deodorant spray	—	—	40 0	
eau de Cologne	—	—	63 0	
bottle	—	—	52 6	
travel spray	—	—	52 6	
dry spray	—	—	39 6	
travel flacon 3 1/2oz	—	—	63 0	
7oz	—	—	37 10	
hair spray	—	—	14 9	
shave cream lather	—	—	14 9	
brushless	(3)	—	27 6	
soap toilet	(3)	—	48 6	
bath				
Halaurant (78 AS & Co) tablets	50	35 0	—	4 11
Halex (80 BXL) baby bath stand	F449 219 11	30 3	30 0	
bathtime set	F631 441 6	51 11	59 6	
	F641 489 1	58 5	66 0	
brush	F166 41 10	15 4	6 6	
	F174 45 0	16 6	7 0	
	F172 67 6	24 10	10 6	
brush/comb & rattle	F632 67 6	24 10	10 6	
brush set 5 piece	F636 116 4	35 7	17 6	
chamber	F501 72 0	—	9 0	
7in	F512 40 2	—	5 0	
8in	F502 52 0	—	6 6	
non-spill	F509 68 0	—	8 6	
feeder beaker	F474 25 8	3 6	3 6	
keep warm	plate F471 91 8	12 9	12 6	
layette basket	with F438 201 6	27 9	27 6	
nylon cover	F315 51 4	7 1	7 0	
mealtime set	F376 58 7	8 1	8 0	
	F375 84 4	11 7	11 6	
training seat	F431 100 0	—	12 6	
hairbrush children's	Noddy DF180 48 3	17 8	7 6	
massage set	Caress K200 37 6	13 9	70 0	

	Trade	Tax	Retail	
nursery play blocks	F700 47 2ea	17 3ea	88 0	
	F701 47 2ea	17 3ea	88 0	
nursery vanity casket	F638 610 9	88 11	85 0	
nursery bin with	F400 157 6	21 8	21 0	
deodoriser	K300 47 0ea	17 3ea	87 0	
shaver Baron	K110 45 0ea	12 6ea	79 0	
toothbrush	children's A197 20 0	—	2 0	
toothbrushes	nylon A267 24 0	—	3 0	
toothbrushes	bristle A263 28 0	—	3 0	
short head	A253 28 0	—	3 0	
long head	F377 28 0	—	3 0	
mealtime set	F476 28 0	—	3 0	
nursery pedal bin	D593 28 0	—	3 0	
bath brush	—	—	—	
combs all	—	—	—	
hairbrushes gent's and	—	—	—	
ladies all	—	—	—	
ladies brush sets all	—	—	—	
nail brushes all	—	—	—	
Hanimex (565 Hanimex) cameras super 8				
Loadmatic M100	—	—	430	
M200	—	—	630	
MP808	—	—	1999	
flash equipment	—	—	—	
electronic TX60	—	—	199	
TX70	—	—	239	
flashgun cube flash	—	—	32	
auto	—	—	59	
lightmeters L8C	—	—	89	
PR45	—	—	85	
Sekonic L28C	—	—	439	
Sekonic auto-lumi	—	—	—	
L86	—	—	110	
marine L164	—	—	1100	
projectors cine	—	—	—	
Loadmatic 880	—	—	799	
projectors slide	—	—	—	
La Ronde 2000EF	—	—	1519	
2000TEF	—	—	1599	
Rondette 400s	—	—	459	
1200s	—	—	659	
1200A	—	—	859	
1200RF	—	—	999	
Happy Feet (1383 MFCC) existing entry Happy Feet (1383 MFCC) exercise sandals				
Betty	19 10ea	—	29	
Carmen	39 10ea	—	59	
Nature Girl flat	26 4ea	—	33	
mid heel	27 8ea	—	35	
high heel	29 8ea	—	38	
Savanto flat child's	12 7ea	—	18	
adult's	13 3ea	—	19	
raised heel	17 3ea	—	25	
spare straps	4 7ea	8ea	7	
Soi Luxury flat child's	15 0ea	—	22	
raised heel ladies'	20 0ea	—	29	
fashion sandal	33 3ea	—	49	
Tracy	19 10ea	—	29	
exercise sandalettes				
Capri child's, ladies,				
men's	7-11 15 0ea	—	22	
	2-5 15 6ea	—	23	
	6-8 15 6ea	2 1ea	25	
	9-11 16 6ea	2 2ea	26	
Balea ladies	60 0ea	7 10ea	99	
Candy ladies	49 4ea	6 5ea	79	
Elfin child's	7-11 23 10ea	—	35	
	12-2 26 7ea	—	39	
Iphyl ladies	37 0ea	4 10ea	59	
Isti ladies	60 0ea	7 10ea	99	
Jodelet ladies	34 6ea	4 7ea	55	
Jolie child's	8-2 18 6ea	—	27	
ladies	3-5 19 0ea	—	29	
	6-8 19 0ea	2 6ea	29	
Ly ladies	43 2ea	5 8ea	69	
Lutgard ladies	43 2ea	5 8ea	69	
Lisma ladies	43 2ea	5 8ea	69	
Melica ladies	34 6ea	4 7ea	55	
Mista mens	54 8ea	7 2ea	89	
Senor II mens	49 4ea	6 5ea	79	
Sol	37 0ea	4 10ea	59	
Susie ladies	49 4ea	6 5ea	79	
Vicky ladies	43 2ea	5 8ea	69	
Scandinavian clogs				
Anti-static ladies	49 0ea	—	69	
mens	50 8ea	—	73	
Aurora	33 3ea	—	45	
Brigita	42 0ea	—	63	
Georgina	42 0ea	—	63	
Kinder	32 4ea	—	48	
Kristina II	43 2ea	5 8ea	69	
Radi ladies	40 6ea	—	55	
mens	42 0ea	—	63	
Sven ladies & mens	2-7 33 3ea	—	45	
	8-12 36 4ea	—	54	
cloquettes Petri	37 0ea	4 10ea	55	
Pointometre				
measure shoe	24 0ea	—	—	
Harlene (409 EH) hair conditioner				

	Trade	Tax	Retail
non (1089 RPD)†			
a (1037 Reckitt)			
freshener standard	29 5	—	3 6
ina Rubenstein (596 HR)			
Fashion	—	—	17 6
verfluid	—	—	16 0
ce powder	—	—	16 0
iquid make-up	—	—	17 6
inute make-up	—	—	17 3
refill	—	—	—
na-Combistix (843 ML)			
gent strips	50 11 11ea	—	17 10
astix (843 ML)			
gent strips	50 8 8ea	—	13 0
plex (930 P & B)			
plex (930 P & B)			
10ml	42 0	—	5 3
yl-Plus (1400 PBI)			
6oz	2 8ea	—	4 0
10oz	4 0ea	—	6 0
ton (607 Hilston) veterinary products			
septic balsam	1pt 60 0	22 0	9 4
	1gal 160 0	58 0	24 10
	1gal 320 0	106 0	49 7
zine aerosol	72 0	26 0	11 2
uke and worm			
drench	1pt 72 0	27 0	11 3
	1gal 192 0	70 0	29 10
	1gal 320 0	118 0	49 10
	5gal 90 0ea	33 0ea	168 0
ot rot ointment tin	36 0	13 0	5 7
	jar 54 0	20 0	8 5
ark ointment	42 0	15 0	6 6
	240 0	88 0	37 4
stool	1gal 116 0	—	14 6
ouse powder	28 0	—	3 6
orland fly dip			
1gal 63 4ea	—	95 0	
2gal 240 0ea	—	360 0	
28 0	10 3	4 4	
n lotion (dog)			
phadimidine solu-			
tion 33 1/3% ts4B			
100ml	48 0	—	6 0
500ml	16 8ea	—	25 0
2000ml	56 8ea	—	85 0
sension ts4B			
4oz	42 0	—	5 3
10oz	100 0	—	12 6
80oz	53 4ea	—	80 0
tablets 5g ts4B	10 84 0	—	10 6
50	336 0	—	42 0
phanilamide pow-			
der ts4B	1lb 126 0	—	14 0
2lb 232 0	—	28 0	
7lb 67 6ea	—	90 0	
rt cream	28 0	—	3 6
paint	28 0	—	3 6
asal (705 Kirby)			
eam	40g 27 0	9 11	4 2
h (549 Guest)			
by soothing syrup	19 8	—	2 6
roton (501 Geigy) ts4B			
lets 50mg	500 145 0ea	—	217 6
hopaste (1155 S & N)			
ic and ichthammol			
andage 3 1/2 x 6yd	37 0	—	4 4
san (78 A5 & Co)			
thammol powder	36 0	13 2 1/2	5 6
stix (843 ML)			
gent strips	50 14 5ea	—	21 7
test (843 ML)			
gent tablets	50 9 2ea	—	13 9
d (645 Ilford)			
ms HP3, 127, 120; 620			
ne (413 Lilly)			
sension 125mg/5ml			
60ml			
eracin (649 ICI) T5			
rup	100ml 6 8ea	—	10 0
(1073 Robinson)			
ds	10 5 8ea	9ea	8 6
l Finnish Sauna (961 EGP)			
bble bath bottle 5oz	6 6ea	2 5ea	13 0
xa (654 Innox)			
ean face with amalene	—	—	17 6
tin 5heen	—	—	10 9
eam satin	—	—	10 6
in bloom	—	—	10 6
x (1153 SKF)			
in	25g 24 0	8 9	3 9
1oz	—	—	—
Cafedrin (78 A5 & Co)			
500ml	12 5ea	—	—
2l 45 0ea	—	—	—
ut (1490 IAP5)			
ut (1490 IAP5)			
oxine (1490 IAP5)			
oxin (1490 IAP5)			
en (1490 IAP5)			
en (1490 IAP5)			
ram (1490 IAP5)			
ram (1490 IAP5)			
olone (1490 IAP5)			
olone (1490 IAP5)			
olone (1490 IAP5)			
olone (1490 IAP5)			

	Trade	Tax	Retail
Insone (1490 IAP5)			
Italian Marble (1561 MD)			
(distributors 261 Christy)			
soap 120g	45 0	16 6	7 0
guest size (6) 230g	101 0	37 0	15 9
It's Magic (333 Capal)			
I.V.Y. (78 A5 & Co)			
tablets	50 22 0	—	2 9
Izal (1480 Izal)			
toilet paper			
interleaved	39 3	—	1 5
(3doz)	76 6	—	1 5
rolls	(6doz)	—	—
Janssen Dr. (67 Ashe)			
tablets normal 16 & 60			
strong 16			
Jantzen (810 Maw)			
swim caps			
Bubble Crepe	940.03 39 5	5 5	5 4
Chequers	940.08 89 8	12 4	12 6
Judy	940.09 10 6ea	1 5ea	17 6
5ea Nymph	940.10 12 7ea	1 9ea	21 0
Callas	940.11 17 7ea	2 5ea	29 6
Cindy	940.12 25 6ea	3 6ea	42 6
Florette	—	—	—
Dahlia	—	—	—
Freesia	—	—	—
J Cloth (672 Johnson)			
all purpose cloth	6 23 8	3 3	2 11
12	42 9	5 11	5 3
Jeyes (671 Jeyes)			
toilet flats			
baby soft single	27 5	—	1 1
(3doz)	26 1	—	1 11
double	(1 1/2 doz)	—	—
Johnsonplast (672 Johnson)			
zinc oxide plaster			
flesh colour			
10yd x 2in	62 8	—	7 6
3in	92 10	—	11 1
Johnsons (672 Johnson)			
baby cream tube 34g	18 9	10 4	3 1
gift box standard	100 0	39 0	15 2
lotion 120cc	26 8	14 8	4 5
205cc	39 5	21 8	6 6
285cc	49 4	27 2	8 2
135cc	26 8	14 8	4 5
210cc	39 5	21 8	6 6
99g	18 11	6 11	2 10
227g	32 8	12 0	4 11
economy	39 11	14 8	6 0
shampoo sachet	6 5	2 4	1 0
bottle	27 0	9 11	4 2
cotton wool household			
4oz	15 4	—	1 10
incontinence pads	12 78 0	10 8	10 5
Johnson's Mrs (430 Eucryl)			
syrup	16 0	5 10 1/2	2 6
Jomi (845 GM)			
hairdryer 24 heat	180 7ea	67 11ea	304 6
Musculator cushion	185 4ea	67 11ea	315 0
Juvite (698 Keswick)			
rejuvenating tablets	41 0	15 0	6 9
74 0	27 0	12 0	
K285 (147 Boots)			
glove powder sachet	24 0	—	36 0
(2 gross)			
Kaopectate (1263 Upjohn)			
500ml	7 11ea	2 11ea	—
Kaovax (901 Norton) ts4B			
(distributors 1545 Vestric)			
150ml	5 3ea	—	—
500ml	16 0ea	—	—
4oz & 16oz	—	—	—
Kara-B (705 Kirby)			
Karathane (871 MCC)			
dust	50 0	—	6 3
puffer small	30 0	—	3 9
mildew fungicide			
size 1	30 0	—	3 9
2	102 0	—	12 9
4	23 8ea	—	35 6
16 8	—	—	2 1
smoke cones 600cu.ft			
Karathane (1400 PBI) spray			
Kaykill (1068 Roberts) existing entry			
Kaykill (1068 Roberts)			
rodenticide			
drum No.1	13 8	—	1 9
No.2	31 3	—	4 0
bag No.3	109 3	—	14 0
No.4	222 3	—	28 6
Kay's (1068 Roberts)			
linseed compound	17 9	6 6	2 8
34 9	12 9	5 2	
K-Derma (705 Kirby)			
Keatings (430 Eucryl)			
powder	11 0	—	1 4
15 0	—	—	1 10
Keflex (413 Lilly)			
capsules	20 75 0ea	—	112 6
100 360 0ea	—	—	540 0
Kenadex (987 PYP)			
Kenadex (978 PYP)			

	Trade	Tax	Retail
Kent (693 Kent)			
men's military hair-			
brushes shown as 'ea'			
should be 'pr'			
Kest (117 BPL)			
tablets large	40 0	14 8	6 3
Keswick's (698 Keswick)			
catarrh medicine	41 0	15 0	6 9
74 0	27 0	12 0	
vegetable charcoal tablets	25 4	9 3	3 9
41 0	15 0	6 9	
74 0	27 0	12 0	
Ketostix (843 ML)			
reagent strips	50 57 0	—	7 2
Ketovite (930 P & B)			
tablets 1000			
Keybells (1068 Roberts)			
glycerine and honey	13 6	5 0	2 0
glycerine, lemon and	13 6	5 0	2 0
ipecac			
Kleenex (702 KC) 10 case maximum order			
kitchen towels			
pretty patterns pack	46 9	6 5	3 9
(1 1/2 doz)	(1 1/2 doz)		
Klik (563 Hampshire)			
Klik (1038 R & C)			
Kling (672 Johnson)			
conforming bandage			
2in	10 8	—	1 4
3in	14 1	—	1 9
4in	16 7	—	2 1
6in	22 6	—	2 10
Kodak (711 Kodak)			
Instamatic outfit '333'	243 2ea	129 3ea	499 6
Instamatic movie outfit			
M12 & M14			
Kompo (1329 White)			
liquid	4oz 20 0	7 4	3 0
Kosili (366 DR & A)			
Kosili (366 Dendron)			
K.Y. (672 Johnson)			
jelly	41g 17 1	—	2 1
82g	26 6	—	3 3
Labiton (718 LAB)			
tonic	200ml 54 0	19 10	7 9
1000ml	20 6ea	7 6ea	35 4
8oz & 26oz	—	—	—
Labstix (843 ML)			
reagent strips	100 29 4ea	—	44 0
Lactol (67 Ashe)			
drops small	19 3	4 1	2 5
biscuits 4lb	—	—	—
Laevotonine (218 Calmic)†			
100ml	52 0	19 1	8 1
4oz & 40oz	—	—	—
L'Air du Temps (936 PNR)			
creme parfume			
spray mousse	16 10ea	9 0ea	35 0
Lamprene (501 Geigy)			
capsules	100 75 0ea	—	112 6
Lancome (726 Lancome)			
Ablutia tube	—	—	19 6
jar	—	—	32 6
Lasix (614 Hoechst) ts4B			
ampoules 2ml	5 13 8ea	—	20 5
25 64 7ea	—	—	96 10
50 27 9ea	—	—	41 8
250 131 3ea	—	—	196 10
1000 498 5ea	—	—	747 7
Lastonet (733 Lastonet)			
aeronet men's support			
spare pouches	4 4ea	7ea	7 1
bandage clips	3 7 0	—	11
6 13 6	—	—	1 8
crepe bandage			
(Lastoyarn)	2in 22 0	—	2 9
2 1/2in 27 0	—	—	3 5
3in 32 0	—	—	4 0
3 1/2in 37 0	—	—	4 9
4in 42 0	—	—	5 3
5in 53 0	—	—	6 8
6in 62 0	—	—	7 9
elastic band trusses			
N.H.5.			
inguinal single	23 6ea	—	35 3
double	38 0ea	—	57 0
scrotal single	25 9ea	—	38 8
double	40 0ea	—	60 0
elastic net bandages			
3in x 5yd	5 9ea	—	8 8
4in x 5yd	7 4ea	—	11 0
5in x 7 1/2yd	12 9ea	—	19 8
jockstrap standard	60 8	7 3	8 6
maternity tights			
pantee length	59 6ea	—	89 3
full length	70 6ea	—	105 9
metatarsal pad	pr 7 8ea	—	10 0
surgical tights			
pantee length	41 8ea	—	62 6
full length	52 8ea	—	79 0
support stockings			
(Spanflex)	pr 16 8ea	—	24 11
suspender belts			
single	58 0	8 0	7 11
double	72 0	9 11	9 10

	Trade	Tax	Retail
Lemkem (1335 Wigglesworth)			
hot lemon drink			
sachets (6)	26 6	9 8	3 11
Lempak (261 Christy)			
beauty mask	9 9	5 5	1 8
tube	27 4	15 0	4 8
cleansing lotion	23 5	12 11	4 0
cream	20 6	11 3	3 6
skin freshener	23 5	12 11	4 0
soap	11 3	4 2	1 9
Lillets (761 Lilia-White)			
regular	40	—	7 4
super	40	79 10	8 4
super plus	40	89 2	9 4
Limmits (1552 UL)			
custard creams	15 9	—	1 9
hazelnut chocolate	23 3	5 11½	3 0
Lindex (871 MCC)			
garden spray	4oz 34 0	—	4 3
	8oz 62 0	—	7 9
	1pt 122 0	—	15 3
	1qt 226 0	—	28 3
	1gal 62 4ea	—	93 6
dust	—	—	— D
Linituss (78 AS & Co) †DDI			
500ml	9 6ea	—	—
2l	31 3ea	—	—
L'Oreal (525 Golden)			
Softly Blonde			
shampoo lightener	58 6	32 2	9 9
Lorel (761 Lilia-White)			
toilet roll double	15 6	—	1 8
Lorelox (563 Hampshire)			
Lorelox (1038 R & C)			
hair styling lotion	21 3	11 8	3 4
Lorex (761 Lilia-White)			
tissues	100 15 6	2 2	1 11
	150 22 2	3 1	2 9
for men	100 24 4	3 4	3 0
Loxene (563 Hampshire)			
Loxene (1038 R & C)			
hair cream	17 0	9 4	2 8
	25 6	14 0	4 0
shampoos	5 4	1 11	9
bottles	2oz 20 7	7 7	2 11
	6oz 35 11	13 2	5 1
Lyfe (607 Hilston)			
(vet.)	80 0	30 0	12 6
	288 0	105 0	44 9
Lyfe Plus (607 Hilston) †s4B			
(vet.)	108 0	39 0	16 9
	120 0ea	44 0ea	224 0
Lypsil (509 Gibbs)			
lip salve	10 3	5 8	1 7
Macdonald (786 Macdonald)			
household cotton wool			
8oz	20 9	—	2 5
16oz	37 0	—	4 3
Marigold (774 LR)			
house gloves			
hairdresser	27 0	3 5	3 6
Marina (786 Macdonald)			
cosmetic bags and			
purses	41 10 4	3 9	1 8
	42 18 6	6 10	2 11
	43 20 3	7 5	3 3
	44 21 9	8 0	3 4
	45 24 3	9 1	3 9
	46 25 6	9 4	3 11
	47 27 3	10 0	4 3
	48 28 9	10 7	4 6
	49 31 0	11 4	4 11
	50 33 3	12 2	5 3
	51 34 0	12 6	5 3
	52 43 0	15 9	6 9
	53 49 0	18 0	7 6
	54 54 9	20 1	8 6
	55 57 0	20 11	8 11
	56 40 0	14 8	6 3
	57 34 0	12 6	5 3
	58 41 0	15 0	6 6
	59 95 0	35 2	14 11
old range	—	—	— D
face cloths	21 9 11	1 4	1 4
	22 13 0	1 10	1 9
	23 12 6	1 9	1 8
	24 12 3	1 8	1 8
	25 14 3	2 0	1 11
	26 14 3	2 0	1 11
	27 14 3	2 0	1 11
	28 16 0	2 3	2 2
	29 16 11	2 4	2 3
	30 17 9	2 5	2 5
	31 17 6	2 5	2 3
	32 19 11	2 9	2 9
	33	—	—
	34 23 6	3 3	3 2
	35 24 0	3 4	3 3
	36 27 0	3 9	3 9
	37 29 0	4 0	3 11
	38 27 0	3 9	3 9
	39 29 3	4 0	3 10
	40 35 0	4 9	4 9

	Trade	Tax	Retail
old range	—	—	— D
sponge bags	61 10 8	3 10	1 8
	62 10 8	3 10	1 8
	63 17 9	6 7	2 9
	64 20 6	7 8	3 2
	65 20 6	7 8	3 2
	66 10 8	3 10	1 8
	67 22 6	8 3	3 6
	68 109 0	40 4	16 11
	69 69 0	25 4	10 9
	70G 36 0	13 2	5 6
	70L 36 0	13 2	5 6
old range	—	—	— D
Marmite (152 Bovril)			
8oz	50 0	—	5 0
16oz	93 6	—	9 4
salt reduced	8oz	49 6	5 6
Martindale (1495 MEC)			
smog mask with six			
spare pads	2 0ea	—	2 8
pads only	6 9ea	—	—
Martlet (1394 MWC)			
cider vinegar	13oz 28 6	—	3 3
bottle	42 6	9 4	5 9
1gal	21 3ea	4 8ea	32 6
1gal	37 0ea	8 2ea	55 0
Mason Pearson (807 MPB) existing entry			
Mason Pearson (807 MPB)			
ladies hairbrushes	9 0ea	3 3ea	16 9
pocket nylon	16 2ea	5 11ea	30 6
bristle	14 7ea	5 4ea	27 3
bristle & nylon	13 7ea	5 0ea	25 6
handy nylon	37 6ea	13 9ea	70 0
bristle extra	20 8ea	7 7ea	38 7
bristle & nylon	16 2ea	5 11ea	30 6
medium nylon gentle	17 10ea	6 7ea	33 6
nylon (universal)	51 6ea	18 11ea	96 3
bristle extra	24 10ea	9 1ea	46 6
bristle & nylon (junior)	57 4ea	21 0ea	107 0
large bristle extra	32 4ea	11 10ea	60 10
bristle & nylon			
(popular)			
mens military hairbrushes	17 10ea	6 7ea	33 6
medium nylon	51 6ea	18 11ea	96 3
(universal)			
bristle extra	24 10ea	9 1ea	46 6
bristle & nylon	57 4ea	21 0ea	107 0
(junior)			
large bristle extra	32 4ea	11 10ea	60 10
bristle & nylon			
(popular)			
brushcases leather	20 0ea	7 4ea	37 6
single	25 0ea	9 2ea	46 10
double			
Mavala (49 Aneson)			
(distributors 1545 Vestric)			
Maws (810 Maw)			
Tuft pants	24 6	—	2 11
Simple feeding bottle			
304.00	34 5	—	4 3
spare bottle	304.01	25 4	3 2
Max Factor (813 MF)			
new nail polish	38 0	19 10	6 5
Maybelline (366 DR & A)			
Maybelline (1377 R & A)			
Medihaler-duo (1061 Riker) †s4B			
400 dose	17 0ea	—	25 6
Mediject (615 H & M) †s4B			
injection	64 0	—	8 0
500ml	176 0	—	22 0
Medijel (366 DR & A)			
Medijel (366 Dendron)			
Medisoap (436 Evans)			
basic	16 8	6 1	2 9
hexachlorophane	14 2	5 2	2 3
Medivet (615 H & M) †s4B			
tablets	20 192 0	—	24 0
Melolin XA (1155 S & N)			
dressings			
2in x 2in wrapped	100 18 0ea	—	27 0
4in x 4in wrapped	100 40 0ea	—	60 0
Mel Rose (1069 R & SL)			
skin tablet	10 5	3 10	1 9
old pack	—	—	— D
Mennen (525 Golden)			
after shave Dry Lime			
Wild Moss	43 0	23 8	7 3
55cc	75 0	41 4	12 6
110cc	44 0	24 6	7 3
deodorant aerosol	80g 58 0	32 0	9 6
130g			
Metanium (115 Bengue)			
ointment	22 0ea	8 1ea	—
500g	—	—	— D
1lb	—	—	— D
5lb	—	—	— D
Mickies (67 Ashe)			
Midnight (385 DG) existing entry			
Midnight (385 DG)			
dusting powder			
plastic	—	—	11 9
drum	—	—	21 6

	Trade	Tax	Retail
hand and baby lotion	—	—	12 6
perfume	12cc	—	43 0
purse	—	—	19 9
roulette	—	—	9 11
skin perfume	intro.	—	8 9
	25cc	—	12 6
	54cc	—	21 6
	108cc	—	35 0
	175cc	—	45 0
spray mist aerosol	—	—	21 6
perfume handbag spray	—	—	6 6
Mil-Par (976 P5 & T)			
4oz	22 7	7 6	3 0
8oz	39 5	13 0	5 3
16oz	60 1	19 10	8 0
Minilyn (917 Organon) †s4B			
tablets	22 4 0ea	—	6 0
Mist. bismuth brom. conc. (576 PH)†			
dp 500ml	12 6ea	—	—
dp 2l	45 0ea	—	—
Mister Smiths (1157 5)			
shave foam	3oz 20 0	7 4	3 3
	11oz 33 6	12 3	5 11
Misty (1092 Saga)			
Young Set			
hair spray	16oz 36 6	18 7	5 11
Monogram (85 ME)			
Monogram (1501 DA)			
Morgan's (861 MPC) existing entry			
Morgan's (861 MPC)			
hair colour restorer			
170cc	32 2	17 8	5 2
hair darkening cream			
tube 100g	40 0	22 0	7 4
tube 50g	29 0	15 11	4 9
pomade	50g 29 0	15 11	4 9
jar 50g	29 0	15 11	4 9
100g	43 6	23 11	7 4
200g	60 0	33 0	10 0
perfumed	25g 26 6	14 7	4 2
tube 50g	40 0	22 0	6 6
jar 50g	40 0	22 0	6 6
200g	90 0	49 6	15 0
shampoo cream	55cc 15 6	5 8	2 2
liquid	55cc 15 6	5 8	2 2
anti-dandruff	55cc 15 6	5 8	2 2
Mortegg (871 MCC)†			
1pt	50 0	—	6 6
1qt	76 0	—	9 9
1gal	17 0ea	—	25 6
2gal	32 10ea	—	49 6
Murosol (871 MCC)			
household aerosol	6oz	46 0	5 5
Murphy (871 MCC)			
ant killer powder			
puffer	16 0	—	2 2
liquid	4oz 34 0	—	4 4
bordeaux powder	1lb 36 0	—	4 4
	1lb 62 0	—	7 7
chrysanthemum			
dew specific	8oz 34 0	—	4 4
formaldehyde	1qt 60 0	—	7 7
greenhouse aerosol			
6oz	54 0	—	6 6
lime sulphur	1pt 42 0	—	5 5
	1qt 70 0	—	8 8
	1gal 212 0	—	26 6
liquid copper fungicide			
8oz	34 0	—	4 4
liquid malathion	4oz 44 0	—	5 5
8oz	84 0	—	10 10
1pt	186 0	—	23 6
malathion dust 4%			
puffer	34 0	—	4 4
small	16 0	—	2 2
large	40 0	—	5 5
moss killer	1pt 50 0	—	6 6
	1qt 76 0	—	9 9
	1gal 17 0ea	—	25 6
nicotine dust 4%			
nicotine	1lb 38 0	—	4 4
rose bed weed killer			
sachet	34 0	—	4 4
size 1	62 0	—	7 7
rose mildew specific			
8oz	34 0	—	4 4
sodium chlorate	1lb 34 0	—	4 4
	2lb 62 0	—	7 7
spring spray	4oz 36 0	—	4 4
	8oz 62 0	—	7 7
	1pt 138 0	—	17 17
	1gal 56 8ea	—	85 6
Mycivin (147 Boots) T5			
syrup '125'	100ml 17 6ea	—	26 6
'250'	100ml 29 2ea	—	43 6
170ml packs	—	—	—
Nailoid (31 AP)			
(distributors 366 DR & A)			
(distributors 1377 R & A)			
Narex (901 Norton)			
(distributors 1545 Vestric)			
nasal spray	15ml 21 0	—	2 2
N.C.A. (295 CM & R) †s1			
worm drench	10oz 180 0	64 4	25 6
Neovax (901 Norton) †s4B			
(distributors 1545 Vestric)			
150ml	12 5ea	—	—
500ml	41 0ea	—	—
4oz & 16oz	—	—	—

	Trade	Tax	Retail	
tosyl (115 Bengue) †				
ment 500g	19 2ea	—	—	D
11b	—	—	—	
y solution 30ml				D
lactil (971 P5MB) †s4B				
plets 25mg	50 32 0ea	—	48 0	
500	280 0ea	—	420 0	
rodyne (1295 Wade) †DDI				I
psules	25 3 8ea	1 4ea	6 10	
100	12 6ea	—	—	
250	28 8ea	—	—	
500	55 10ea	—	—	
odent (1097 Sandersons)				I
uid	20 0	7 4	3 0	
eloh (580 D H & Co) existing entry				D
geloh (580 D H & Co)				I
play stand	No. 1 726 0ea	226 9ea	—	
No. 2	380 8ea	116 1ea	—	
il clippers	N15 78 0	28 7	12 3	
9cm	N4/5 174 0	—	22 0	
1.0cm	N4/M 220 0	—	27 6	
2.0cm	N4/L 260 0	—	32 6	
il files 4in	N2/4 26 0	14 3	4 6	
5in	N2/5 30 0	16 6	5 3	
6in	N2/6 36 0	19 9	6 3	
7in	N2/7 48 0	26 5	8 3	
il file with handle				
arded (6)	N16 33 6ea	18 5ea	—	
issors hot forged				
traight nail	N13/N 96 0	13 2	13 3	
traight cuticle	N13/C 96 0	13 2	13 3	
ent nail	N14/N 96 0	35 2	15 0	
ent cuticle	N14/C 96 0	35 2	15 0	
issors super quality				
traight nail	N8/N 186 0	25 7	25 6	
traight cuticle	N8/C 186 0	25 7	25 6	
ent nail	N9/N 186 0	68 2	29 0	
ent cuticle	N9/C 186 0	68 2	29 0	
aby scissors	N12 162 0	59 5	25 3	
eezers				
ssorted	N3/A55 41 0	22 6	7 0	
ointed	N3/P 41 0	22 6	7 0	
traight	N3/5 41 0	22 6	7 0	
blique	N3/A 41 0	22 6	7 0	
erger (649 ICI)				
rup 500ml				D
ea (1164 S5L)				
eme	362 16 0	8 10	2 7	
368 22 0	12 1	3 9		
363 47 10	26 4	7 9		
ube 1613 19 0	10 5	3 1		
edical pack 370a 111 0	61 0	18 0		
olystyrene jar 366 43 9	24 1	7 3		
367 66 10	36 9	10 10		
in lotion 356 21 7	11 11	3 6		
357 39 1	21 6	6 4		
aving cream 280 23 9	8 9	3 6		
281 34 0	12 5	5 0		
ap cream 1103 9 7	3 6	1 4		
ath size 1104 14 6	5 4	2 0		
nfila cream 348 26 3	14 5	4 5		
397 44 4	24 4	7 6		
n milk 398 51 8	28 5	8 9		
n tan gel 394 41 0	22 6	6 11		
n tan oil 392 46 8	25 8	7 11		
n oil family 396 65 2	35 10	11 0		
(1482 Sandcrest)				
sposable bibs 10 24 0	—	3 0		
old (705 Kirby) †				
plets 12 20 0	7 4	3 1		
fer (901 Norton)				I
istributors 1545 Vestric)				
plets 100 3 7ea	—	—		
1000 23 0ea	—	—		
menon (1584 Syntex)				D
rsed (901 Norton) †s4A				
istributors 1545 Vestric)				
plets dp100 7 7ea	—	—		
dp500 35 0ea	—	—		
ara (128 Biometica)				
anser 83g 40 9	21 10	6 11		
vo (871 MCC) †				
il steriliser 1qt 80 0	—	10 0		
kyflex (503 G)				
als 2.5g 10 260 0ea	—	—		
zema (690 Keldon)				
tube 24 7	13 2	4 2		
jar 37 10	20 3	6 5		
stant shave 51 8	18 6	8 0		
uid skin cream				
bottle 37 10	20 3	6 5		
.U. (903 NPU) Northern area only				
salve 17 6	9 7	1 6		
(2 doz.) (2 doz.)				
.U. (903 NPU)				
ansing cold cream 20 6	11 3	3 6		
mb's nylon				
11 9	4 4	1 10		
en's	8 1	2 11½	1 3	
ocket	9 9	3 7	1 6	
ail	14 6	5 4	2 3	
ressing	6 4	2 4	1 0	
mb's polypropylene	4 3	1 7	8	
en's	6 4	2 4	1 0	
ocket	4 3	1 7	8	
ail	6 4	2 4	1 0	
ressing	8 1	2 11½	1 3	

	Trade	Tax	Retail	
glucose 11b	18 0	—	2 0	
nail brushes				
loop handle	12 8	4 8	2 0	
standard	20 6	7 6	3 3	
boilable	32 2	11 9½	5 3	
rose hip syrup 6oz	18 9	—	2 1	
toothbrushes nylon				
med, hard, ex. hard	14 1	—	1 10	
dual	17 10	—	2 4	
junior	8 8	—	1 1	
toothbrushes bristle				
med, hard, ex. hard.	24 7	—	3 1	
dual	25 6	—	3 4	
junior	12 8	—	1 7	
toothbrush smokers	19 4	—	2 5	
Nu-Cot (903 NPU) existing entry				D
Nu-Cot (903 NPU)				I
wool small	8 6	—	1 0	
large	29 8	—	3 6	
Nucta (1192 5GD)				D
Nu-Look (903 NPU)				
sunglasses				
N1 black, dark sherry	21 5ea	3ea	36 0	
dark shell	23 10ea	3ea	40 0	
N2 black, dark sherry	19 1ea	3ea	32 0	
dark shell	20 10ea	3ea	35 0	
N3 black, dark sherry,				
cool white, light	19 1ea	3ea	32 0	
shell	20 10ea	3ea	35 0	
dark shell				
N4 black, dark sherry,				
cool white, crystal,	19 1ea	3ea	32 0	
mauve shadow	20 10ea	3ea	35 0	
dark shell				
N5 black, dark sherry,				
cool white, crystal	19 1ea	3ea	32 0	
dark shell	20 10ea	3ea	35 0	
N6 black, dark sherry,				
cool white, crystal,	19 1ea	3ea	32 0	
mauve shadow	20 10ea	3ea	35 0	
dark shell				
N7 clip-ons	14 10ea	3ea	25 0	
N8 metal framed rim-				
less	20 10ea	3ea	35 0	
N9 metal framed with				
rim	20 3ea	3ea	34 0	
Nu Moon (359 DDD)				D
(distributors 366 DR & A)				I
(distributors 366 Dendron)				
Numotac (1061 Riker) †				
tablets 100 20 0ea	—	30 0		
500 90 0ea	—	135 0		
Nu Nale (359 DDD)				D
(distributors 366 DR & A)				
(distributors 366 Dendron)				
Nurvlyfe (162 Bragg)				
food 16oz 54 0	—	6 0		
Nu-Soft (903 NPU) existing entry				D
Nu-Soft (903 NPU)				I
cotton wool puffs				
standard	12 0	—	1 6	
economy	20 0	—	2 6	
tissues 10 2 9	5½	4		
50 8 6	1 2	1 1		
150 19 9	2 8½	2 7		
hankies 3-ply 16 4 3	8½	6		
50 10 11	1 6	1 5		
Hanx 100 21 3	2 11	2 6		
Variety 150 19 10	2 9	2 7		
kitchen rolls 15 4	2 1	1 10		
toilet rolls 9 5	—	1 1		
flat packs 7 9	—	10		
Nutrament (171 BLL)				
liquid meal 13oz 48 0	—	5 0		
Nystan (1176 Squibb) T5				
twin pack 26 6ea	—	39 9		
Oculovis (607 Hilston)				
(vet.) 22 0	8 0	3 5		
Odol (563 Hampshire)				
Odol (1038 R & C)				
Odormatik (803 MMP)				
aerosol dispenser	68 0	—	8 6	
bracket				
Oestradin (901 Norton) †s4A				
(distributors 1545 Vestric)				
syrup 500ml 10 0ea	—	—		
21 40 0ea	—	—		
tablets dp100 5 0ea	—	—		
dp500 20 0ea	—	—		
syrup 16oz & 80oz	—	—		D
Oil of Ulay (496 Garsalle)				
4oz 96 0	52 9	16 4		
6oz 132 0	72 7	22 6		
Old Spice (1131 Shulton)				
after shave lotion	3712 54 9	29 4	9 6	
3710 80 9	43 4	14 0		
travel pack 3719 60 9	32 7	10 6		
presentation pack				
3711 137 3	73 7	23 9		
talcum 3734 46 3	24 10	8 0		
anti-perspirant spray	3886 34 6	18 6	6 0	
body talcum 3741 72 3	33 9	12 6	I	
3742 47 6	25 6	8 3		
lime 3573 53 0	28 5	9 3		
Cologne for men 3722 62 0	33 3	10 9		
3720 86 9	46 6	15 0		

	Trade	Tax	Retail	
deodorant aerosol				
3876	59 3	31 9	10 3	
stick 3880	57 9	31 0	10 0	
stick lime 3587	62 0	33 3	10 9	
hairdressing aerosol				
3672	47 6	25 6	8 3	
hair tonic 3940	66 6	35 8	11 6	
pre-electric shave				
3611	67 9	36 4	11 9	
roll-on 3640	67 9	36 4	11 9	
shave mug refill 3701	49 0	17 6	7 9	
shaving bowl 3709	63 3	22 7	10 0	
lime 3969	68 0	24 4	10 9	
shaving cream lather				
3820	47 3	16 11	7 6	
lime 3994	30 0	10 9	4 9	I
brushless 3830	47 3	16 11	7 6	
shaving stick 3890	50 6	18 1	8 0	
smooth shave 3690	50 6	18 1	8 0	I
lime 3591	56 0	20 0	8 11	
soap 3792	28 0	10 0	4 3	
Burley				
after shave lotion				
3114	73 6	39 5	12 9	
3110	108 3	58 1	18 9	
body shampoo 4101	91 9	32 10	14 6	I
Cologne 3124	96 9	51 11	16 9	
3120	131 6	70 6	22 9	
deodorant stick 3148	72 3	38 9	12 6	
hairdressing aerosol				
4172	63 6	34 1	11 0	
smooth shave 3154	61 6	22 0	9 9	
talcum 3141	65 0	34 10	11 3	
3140	96 9	51 11	16 9	
Oraldene (1310 WW) existing entry				D
Oraldene (1310 WW)				
liquid 200ml	54 0	—	6 9	
Orlane (1145 Sirex)				
cleansing moisture dew	—	—	67 6	
royal jelly liquid eye				
balm	—	—	36 0	
Orthocide (871 MCC)				
captan dust puffer	50 0	—	6 3	
small 30 0	—	—	3 9	
garden fungicide with				
captan size 1	30 0	—	3 9	
2	102 0	—	12 9	
4	23 8ea	—	35 6	
Ortho-Novin 1/50 (922 Ortho) †s4B				
tablets Dialpak 21	5 10ea	—	8 9	
Pushpak 21	5 10ea	—	8 9	
3-cycle 63	16 0ea	—	24 0	
Orthoxicol (1263 Upjohn) †DDI				
syrup 100ml	5 2ea	—	—	
500ml	22 10ea	—	—	
2oz & 16oz	—	—	—	D
Ostermilk (518 Glaxo)				
Nos. 1 and 2 11b	46 9	—	4 5	
Outdoor Girl (876 MP)				
eye colour collection				
2G74	36 4	20 0	6 6	
eyelashes lower lashes	66 10	36 9	11 6	
eye shadow brush-on				
2G31	24 8	13 7	4 3	
eye shadow stick				
gold rush 2J95	14 6	8 0	2 6	I
Magic Touch 2G05	24 8	13 7	4 3	
Starry Eyes 2G33	24 8	13 7	4 3	
Brush On Finish 2G36	—	—	—	D
Brush On Glow 2G08	—	—	—	D
face powder 2G01	—	—	—	D
lipstick frosty				
2J15, 2J50	—	—	—	D
liquid shadow 2G46	—	—	—	D
mascara curl-on 2J25	—	—	—	D
luxury 2J26	—	—	—	D
perfume mist 2G71	—	—	—	D
Ovamort (871 MCC) †				
1pt	50 0	—	6 3	
1qt	76 0	—	9 6	
1gal	17 0ea	—	25 6	
5gal	66 0ea	—	88 0	
Ovulen 50 (1121 Searle) †s4B				
tablets 21	5 10ea	—	8 9	
Ozettes (761 Lilia-White)				
hankies 16	4 1	7	6	
40	10 0	1 5	1 4	
Ozo (761 Lilia-White)				
2-ply toilet roll				
double	21 2	—	2 5	
Pabracort (930 P & B)				
capsules 100				D
Pabyrn (930 P & B)				
dexamethasone snuff T5				
capsules 0.5 mg 10	6 4ea	—	—	
25	14 6ea	—	—	
outfit	9 10ea	—	—	
Pacquín (1552 UL)				
hand lotion	41 11½	23 1	6 7	
hand lotion	—	—	—	D
Palmolive (280 CP) 5 pack	minimum order	—	—	D
after shave lotion	—	—	—	
shave cream				
regular or lime	24 6	8 11	3 6	
shampoo regular or				
medicated	38 3	13 11	4 0	I
shaving stick	(1½ doz)	(1½ doz)	1 11	
	25 9	9 4		
	(2doz)	(2doz)		

	Trade	Tax	Retail
Paminal (1263 Upjohn) †s4A elixir 500ml 27 10ea — — 16oz — — — D			
Paralgin (901 Norton) †DDI (distributors 1545 Vestric) tablets dp100 8 7ea — —			
Paratex (1582 Albion) † 150ml 34 0 12 0 5 3 500ml 86 0 32 0 13 5 6oz & 16oz — — — D 11 13 0ea — 19 6 21 25 0ea — 37 6 40 & 80oz — — — D			
Parke-Davis (938 PD) adrenaline chloride solution bottle 1-1000 30ml — — — D			
Passiorine (115 Bengue) 500ml 144 0 52 9 — — 16oz — — — D 80oz — — — D			
Paton's (1507 Paton) nail hardener 32 8 17 7 5 6			
Pears (509 Gibbs) transparent soap toilet 10 6 3 10 1 4 bath 15 8 5 9 2 0			
Penicals (Leo) existing entry Penicals (747 Leo) Ts paediatric suspension 100ml 7 0ea — 9 4 suspension 333mg 100ml 13 4ea — 17 9 tablets 333mg 100 42 9ea — 57 0			
Penicillin V-Sulpha (413 Lilly) suspension 60ml — — — D			
Penidural (1352 Wyeth) †s4BT5 sulphas suspension 100ml 15 0ea — 20 0 50ml — — — D			
sulphas tablets — — — D			
Perdilatal Forte (1154 SNP) tablets 6mg 50 7 0ea — 10 6 250 23 0ea — 34 6 1000 80 0ea — 12 0			
Perform (366 DR & A) Perform (366 Dendron) Perifenil (1310 WVV) Permco (607 Hilston) repellent (vet.) 60 0 22 0 8 6 192 0 70 0 27 2			
Peroidin (809 M & W) tablets 50mg 100 72 0 26 5 11 3 dp500 27 6ea — 41 3 dp1000 52 6ea — 78 9 200mg 100 96 0 35 3 15 0 dp500 39 0ea — 58 6 dp1000 75 0ea — 112 6			
Personna (964 Personna) grooming aids eyebrow tweezers 24 2 8 11 4 6 ($\frac{1}{2}$ doz) ($\frac{1}{2}$ doz) nail clippers 24 2 8 11 4 6 ($\frac{1}{2}$ doz) ($\frac{1}{2}$ doz) nail files 18 9 6 11 3 6 ($\frac{1}{2}$ doz) ($\frac{1}{2}$ doz) toe nail clippers 26 10 9 10 5 0 ($\frac{1}{2}$ doz) ($\frac{1}{2}$ doz)			
Personality (366 DR & A) Personality (1377 R & A)			
Petrolagar (1352 Wyeth) 200ml 28 0 11 0 4 0 8oz — — — D			
P.H. (576 PH) snuff 14 0 5 2 2 3			
Phenadene (705 Kirby) † tablets 20 21 0 7 8 3 3			
Phenalac (607 Hilston) (vet.) 12 15 0ea — 22 6			
Phenistix (843 ML) reagent strips 50 9 7ea — 14 4			
Phenobarbitone (1153 SKF) †s4A Spansule 60mg 30 53 3 — 6 8 250 33 6ea — 50 3 100mg 30 59 3 — 7 5 250 37 3ea — 55 11 65mg & 97mg — — — D			
Phocil (78 A5 & Co) †DDI 500ml 12 6ea — — 21 40 0ea — —			
Phytocil (1295 Wade) cream tube 2 0ea 10ea 3 9 powder puffer bottle 3 2ea 1 2ea 5 11			
Pifco (983 Pifco) hair dryer Princess 1060 57 8ea 20 7ea 97 6 sun lamp Mignon 1022 235 11ea 84 5ea 399 0			
Pilease (78 AS & Co) ointment 20 0 7 4 3 3			
Pipergran (78 A5 & Co) 250g 7 9ea — — 500g 13 9ea — — 1kg 25 9ea — —			
Placidex (372 De Witt) syrup 24 8 — 3 0			
Platts (1507 Paton) footpaste large 19 3 6 11 3 0 old pack — — — D			

	Trade	Tax	Retail
Ponds (256 CPL) dusting powder Dream flower 58 6 32 2 9 6			
Posalifin (221 Camden) † ointment 14g 32 0 11 9 5 0			
Pragmatar (1153 SKF) ointment 25g 28 0 10 3 4 5 500g 40 0ea 14 8ea 74 8 1oz & 1lb — — — D			
Prednisone (969 Pfizer) tablets 1mg 500 — — — D			
Prepacol (894 Nicholas) Pretty Feet (1113 S & B) bottle 38 3 19 4 6 0 roll ball applicator 44 8 22 7 7 0			
Primobolan (1479 SCL) †s4B tablets 1mg 30 4 2ea — 6 1 150 20 7ea — 29 11 500 64 7ea — 94 0 20 9 3ea — 13 6 100 35 3ea — 51 4 500 147 5ea — 214 6			
Primobolan depot (1479 SCL) †s4B ampoules 1ml 1 12 10ea — 18 8 3 34 9ea — 50 7 20 207 7ea — 302 1			
Primobolan depot Citole (1479 SCL) †s4B disposable pack 1 13 0ea — 18 11 3 35 9ea — 52 0			
Primodian (1479 SCL) †s4B tablets 30 4 10ea — 6 11 150 13 1ea — 26 4			
Primodian depot (1479 SCL) †s4B ampoules 1ml 1 9 7ea — 13 11 3 26 0ea — 37 10 20 136 0ea — 198 0			
Primodos (1479 SCL) †s4B tablets 2 5 9ea — 8 4 20 48 11ea — 71 2			
Primogyn C (1479 SCL) †s4B tablets 30 3 0ea — 4 5			
Primogyn depot (1479 SCL) †s4B ampoules 10mg 1ml 1 8 10ea — 12 10 3 24 7ea — 35 9 20 130 2ea — 189 5 100mg 1ml 3 59 11ea — 87 2			
Primolut depot (1479 SCL) †s4B ampoules 125mg 1 8 7ea — 12 6 3 23 2ea — 33 9 20 123 0ea — 179 0 250mg 1 14 5ea — 21 0 3 38 5ea — 55 11 20 205 2ea — 298 7 500mg 1 23 9ea — 35 8 3 62 4ea — 93 6 20 333 8ea — 500 6			
disposable syringe 500mg 2ml 24 3ea — 36 5			
Primolut depot Citole (1479 SCL) †s4B disposable pack 125mg 9 0ea — 13 1 250mg 14 9ea — 21 6			
Primolut N (1479 SCL) †s4B tablets 5mg 30 22 2ea — 32 3 100 61 5ea — 89 4 500 260 1ea — 378 6 1000 508 11ea — 740 7			
Primosiston (1479 SCL) †s4B ampoules 1ml 1 10 5ea — 15 2 3 27 10ea — 40 6 20 147 7ea — 214 9			
Primoteston depot (1479 SCL) †s4B ampoules 1ml 50mg 1 7 2ea — 10 5 3 19 6ea — 28 5 100mg 1 12 9ea — 18 7 3 35 3ea — 51 4 20 187 4ea — 278 8 250mg 1 30 5ea — 44 3 3 81 11ea — 119 2 20 432 2ea — 628 11			
Prosol (1249 Trufoods) 3lb size — — — D			
Punch and Judy (563 Hampshire) Punch and Judy (1038 R & C) toothpaste 18 3 6 8 2 7 fluoride 18 3 6 8 2 7			
Quaalude (1080 Rorer) †s4B (distributors 324 Crookes) tablets 100 20 0ea — — 1000 194 0ea — —			
Quest (761 Lilia-White) toilet rolls 5 8 — 7			
Quinalspan (972 Pharmax) — — — D			
Quosh (103 Beecham) orange and lemon lime 24 8 5 6 3 6* 29 11 6 7 4 0* * Includes 3d for container			
super Quosh — — — D Chekwate — — — D			
Quotane (1153 SKF) ointment 25g 41 0 — 5 2 1oz — — — D			
Rabro (1091 Rybar) tablets 60 136 0 49 10 21 2 150 27 0ea 10 0ea 47 6 40 & 500 — — — D			

	Trade	Tax	Retail
Radian (1023 Radiol) massage cream trial 2oz 29 3 10 9 4 3			
Ralgex (430 Eucryl) balm 38 0 13 11 5 4 spray 50 0 18 4 7 1			
Ramer (1026 RC) (distributors 261 Christy) sponges baby 14 6 5 3 2 bath 48 3 17 8 7 cosmetic 6 5 2 4 1 junior 20 11 7 8 3 toilet 33 9 12 4 5 toy 22 6 8 3 3			
Rayglo (333 Cupal) laxative tablets 36 18 9 6 2 2 red bone marrow — — — 65 6			
Reaffirm (385 DG) 112cc — — —			
Ribena (103 Beecham) blackcurrant drink standard 32 3 7 2 4 2 family 45 11 10 2 5 9 * Includes 3d for container			
pastilles — — —			
R.I.D. (1480 Izal) powder puffer 18 0 — 2 0			
Rimmel (1063 Rimmel) bath essence 30 10 16 6 5 beauty glove hand cream 16 2 8 2 2 cleansing milk 16 2 8 2 2 cleansing pads 15 2 8 2 2 cold cream 23 1 12 4 3 Cologne floral 16 2 8 2 2 top-note 39 8 21 3 6 compressed powder 15 2 8 2 2 compact 32 4 17 4 5 anti-shine 15 2 8 2 2 translucent 25 0 13 5 4 cuticle remover 15 2 8 2 2 deodorant stick 16 2 8 2 2 roll-on 30 10 16 6 5 eyelid gloss 25 0 13 5 4 eyeliner brush 16 8 5 11 2 eyeliner cake 15 2 8 2 2 eyeliner liquid 15 2 8 2 2 eyelashes 58 10 31 6 10 real hair 86 10 46 7 14 eye make-up remover pads 15 2 8 2 2 cabinet 118 6 56 2 19 eye pencils 15 2 8 2 2 shadow stick 15 2 8 2 2 cream 15 2 8 2 2 compressed 15 2 8 2 2 applicator 23 1 12 4 3 brush 24 2 8 8 3 palette 36 9 19 8 6 fingernail outfit 70 8 37 11 12 adhesive refill 17 8 9 5 3 remover refill 17 8 9 5 3 golden lip gloss 23 1 12 4 3 hair care 17 8 9 5 3 hair colour permanent 36 9 19 8 6 hair colourant shampoo 15 2 8 2 2 hair set 17 8 9 5 3 herbal face mask 28 11 15 6 4 Hide and Heal stick 16 2 8 8 2 lash thickener 16 2 8 8 2			
mascara 25 0 13 5 4 lip and lid gloss 23 1 12 4 3 lip brush sable 31 8 11 4 4 lip glow pearly 23 1 12 4 3 lipstick 15 2 8 2 2 25 0 13 5 4 moisturised 30 10 16 6 5 liquid make-up 15 2 8 2 2 make-up brush 35 5 12 8 5 make-up stick 28 11 15 6 4 mascara block 15 2 8 2 2 mascara roll-on 16 2 8 8 2 brush-on 32 4 17 4 5 moisturised skin food 30 10 16 6 5 nail lacquer 15 2 8 2 2 pearlised 17 8 9 5 3 remover 16 2 8 8 2 remover pads 16 2 8 8 2 nail strengthener 17 8 9 5 3 oatmeal beauty pack 15 2 8 2 2 oatmeal soap 15 7 5 7 2 perfume floral 25 0 13 5 4 top-note 39 8 21 3 6 powder puffs foam (3) 17 8 9 5 3 velour (2) 16 2 8 8 2 rouge compressed 16 2 8 8 2 cream 15 2 8 2 2 skin toning lotion 16 2 8 8 2 spot cleaning face wash 30 10 16 6 5 talcum 17 8 9 5 3 translucent blush 17 8 9 5 3 fluid make-up 28 11 15 6 4 Whiteglow 15 2 8 2 2			
Rinurel (1310 WW) lincut †DDI 150ml 74 5 27 3 11 125ml — — —			
Ris (1029 Ratsouris) existing entry			

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
(1029 Ratsouris)				skin and hair bleach					adhesive foam 6x3in	13 4	1 8
mag dust †	7lb	19 6ea	29 3	160cc	66 0	36 0	11 3		anti-pressure pad	13 4	1 8
emigrant liquid (a)	5gal	115 0ea	172 6	50g	58 0	32 0	9 11		ankle & arch support	48 0	6 0
(b)	5gal	122 0ea	183 0	Salazopyrin (1497 PGBL)†s4B					arch cushions	100 0	12 6
odonticides				(distributors 1556 Farillon)					Ball-O-Foot cushions	27 4	3 5
warfarin 5 blended				tablets 0.5g 500	123 6ea	—	179 10		pr.	14 10	1 10
	7lb	13 6ea	20 3	Salter (1095 Salter)					pr.	20 10	2 7
	28lb	32 0ea	48 0	weighing machines 213			59 6			81 0	44 7
	56lb	62 6ea	93 9	202H			74 6			16 3	8 11
insecticides				Sanella (903 NPU)						11 0	6 1
chlordane emulsion				sanitary towels						20 10	11 6
	1pt	15 0ea	22 6	half pack	13 6	—	1 5			20 0	7 4
	1gal	70 6ea	105 9	No. 0	22 11	—	2 4			21 0	7 8
liquid	1gal	15 0ea	22 6	No. 1	25 1	—	2 7			35 5	—
	5gal	70 0ea	105 0	No. 2	28 7	—	3 0			16 0	—
powder	7lb	11 3ea	16 11	soluble	23 8	—	2 5			32 0	—
	28lb	23 6ea	35 3	Sanizal (1480 Izal)†						21 0	7 8
	1cwt	87 0ea	130 6	disinfectant large	17 3	—	1 11			26 0	9 6
DDT emulsion	1gal	32 6ea	48 9	Sanoid (339 CG)						16 0	—
	5gal	148 6ea	222 9	bandages w.o.w. B.P.C.						28 0	15 5
liquid	1gal	18 0ea	27 0	1in x 4yd	4 2	—	7			13 4	—
	5gal	72 0ea	108 0	1½ x 4yd	5 7	—	9			16 0	—
powder	7lb	19 0ea	28 6	2in x 4yd	7 0	—	11			20 0	2 9
	28lb	60 0ea	90 0	2½in x 4yd	8 5	—	1 1			12 3	4 6
	1cwt	209 6ea	314 3	3in x 4yd	9 7	—	1 3			16 0	—
dispersable	4lb	22 6ea	33 9	4in x 4yd	12 5	—	1 7			24 3	8 11
	28lb	105 9ea	158 8	calico 4in x 4yd	17 10	—	2 3			31 6	11 7
	56lb	193 6ea	290 3	cellulose tissue 11b	4 10ea	—	6 5			20 0	7 4
dieldrin emulsion	1pt	15 0ea	22 6	wadding 11b	3 2ea	—	4 3			28 0	10 3
	1gal	79 0ea	118 6	cotton wool B.P.C.						11 0	6 1
powder	7lb	12 9ea	19 2	3oz	6 10	—	10			10 3	1 5
	28lb	19 6ea	29 3	1oz	9 5	—	1 3			16 3	2 3
	1cwt	74 6ea	111 9	2oz	15 7	—	1 11			14 10	2 1
dispersable	4lb	91 0ea	136 6	4oz	26 5	—	2 11			20 0	2 9
	16lb	350 0ea	525 0	8oz	47 5	—	5 4			20 0	2 9
special spray	1gal	20 0ea	30 0	11b	7 5ea	—	9 9			70 0	9 8
	5gal	78 0ea	117 0	1lb	7 0ea	—	9 5			16 0	—
Prince Regent lacquer				paper wrapped						63 0	23 1
	1pt	11 6ea	17 3	domette bandageB.P.C.						21 0	7 8
	1gal	79 0ea	118 6	3in x 6yd	46 2	—	5 5			13 4	—
Gammexane BHC				4in x 6yd	60 10	—	7 0			56 0	20 6
dressing	7lb	10 0ea	15 0	6in x 6yd	89 2	—	10 7			77 0	—
	28lb	15 0ea	22 6	flannel bandage B.P.C.						12 10	—
	1cwt	57 0ea	85 6	3in x 4yd	55 2	—	6 4			12 10	—
dust	7lb	10 6ea	15 9	4in x 4yd	72 7	—	8 6			12 10	—
	28lb	17 3ea	25 11	6in x 4yd	108 2	—	12 4			32 0	—
	1cwt	62 6ea	93 9	gauze B.P.C.	½yd	5 7	—	9		12 10	—
emulsion	1pt	16 0ea	24 0	¾yd	8 5	—	1 1			32 0	—
	1gal	62 0ea	93 0	1yd	14 2	—	1 9			34 0	—
	5gal	290 0ea	435 0	3yd	31 2	—	3 11			10 0	—
powder	7lb	16 0ea	24 0	6yd	57 0	—	6 4			21 0	7 8
	28lb	45 0ea	67 6	12yd	110 7	—	12 4			37 0	5 1
	1cwt	175 0ea	262 6	gauze and cotton tissue						12 3	4 6
dispersable	4lb	29 0ea	43 6	11b	8 7ea	—	11 6			18 3	6 8
	14lb	90 0ea	135 0	No. 4	7 2ea	—	9 8				
	56lb	320 0ea	480 0	lint absorbent B.P.C.							
wood preservative				3oz	9 5	—	1 3				
	1gal	28 0ea	42 0	1oz	14 1	—	1 9				
	5gal	110 0ea	165 0	2oz	24 10	—	3 0				
	40gal	750 0ea	1125 0	4oz	45 0	—	5 2				
woodworm liquid				8oz	85 7	—	9 6				
	1gal	17 6ea	26 3	11b	13 7ea	—	18 2				
	5gal	65 0ea	97 6	boric B.P.C.	1oz	14 10	—	1 10			
	40gal	400 0ea	600 0	2oz	26 7	—	3 4				
malathion dispersable				4oz	47 10	—	5 6				
powder	4lb	21 0ea	31 6	8oz	89 2	—	9 11				
	28lb	105 0ea	157 6	11b	14 7ea	—	19 4				
	56lb	200 0ea	300 0	multi-pack dressing							
dusting powder	28lb	20 0ea	30 0	No. 1	41 2	—	4 8				
	1cwt	73 0ea	109 6	No. 2	83 10	—	9 4				
emulsion	1pt	15 3ea	22 11	triangular bandage B.P.C.							
	1gal	82 6ea	123 9	36in	18 10	—	2 5				
pyrethrum/PB				38in	20 5	—	2 7				
spray	1gal	45 0ea	67 6	18 0	—	—	2 3				
	5gal	220 0ea	330 0	baby pants							
powder	7lb	29 0ea	43 6	Satura (385 DG)							
	28lb	95 0ea	142 6	cleaning lotion	170cc	—	22 6				
	1cwt	330 0ea	495 0	freshener	170cc	—	22 6				
obaxin (1071 Robins) †s4B				moisture cream	30cc	—	15 9				
tablets 500 mg packs of 100 and 500				55cc	—	—	28 0				
oberts (1068 Roberts)				58cc	—	—	25 0				
aspirin B.P.	25	5 2	—	116cc	—	—	40 0				
	100	13 0	—								
children's soluble	30	10 6	3 10	Saxin (208 BW)							
bismuth lozenges	11 7	4 3	1 9	solution	24ml	32 0	—	3 6			
glycerine, lemon & honey				100	14 0	—	1 6				
	13 5	4 11	2 0	200	25 0	—	2 9				
glycerine, lemon & ipecac				500	59 0	—	6 6				
hair cream	13 5	4 11	2 0	Scan (31 AP)							
Indian Brandee	15 7	8 7	2 8	(distributors 366 DR & A)							
liquid paraffin	17 0	6 3	2 6	(distributors 1377 R & A)							
olive oil	20 3	—	2 3	Schericur (1479 SCL) †s1TS							
white petroleum jelly	16 6	—	1 10	ointment 20g	5 2ea	—	7 6				
BP	9 6	—	1 1	Scheriproct (1479 SCL) †s1TS							
	14 6	—	1 8	ointment 10g	8 7ea	—	12 6				
zinc & castor oil cream	21 11	—	2 6	dp 50	337 6ea	—	491 2				
	11 1	—	1 3	suppositories	6 4 8ea	—	6 10				
	15 6	—	1 9		120 60 11ea	—	88 8				
	24 5	—	2 9	Schick (1115 SI)							
baby powder	—	—	—	electric shavers							
pine vapour rub	—	—	—	Cordless	220E	203 11ea	72 11ea	344 10			
oter (444 FAIR)	40	75 0	27 0	Custom	209VW	84 8ea	30 3ea	143 2			
tablets	120	216 0	79 0	Lady Schick	107E	87 7ea	31 4ea	148 1			
	360	51 6ea	—	Super 3-speed	233W	152 11ea	54 8ea	258 7			
	720	97 6ea	—	Schick (366 DR & A)							
afoin (63 Arnold)				Schick (1377 R & A)							
colour gloss oil	50cc	66 0	36 0	Scholl's (Dr.) (1108 SMC)							
glamour hair rinse	50cc	66 0	36 0	met lift supports pr							
				bandage 3 in.	63 0	—	7 6				

	Trade	Tax	Retail
S. H. 420 (1479 SCL) †s4B tablets 10mg 100 124 6ea — 186 9 500 576 4ea — 838 8			
Sherleys (67 Ashe) cat collars 48 0 — — totals wormers cats or dog 38 0 — 4 9 liver snaps 4lb — — — D shampoo creme — — — — D			
Shine (412 Elida) hair conditioner aerosol 6oz 46 1 25 4 7 6			
Ship (62 A & C) combs loose 2521 — — 1 3 2522 — — 1 6 2523 — — 2 0 combs in case 2504 — — 2 6 2505, 2507 — — 3 0 2506 — — 3 6 nailbrushes 2406 — — 2 9 2408 — — 3 6			
Shloer (103 Beecham) liquid apples 5oz 20 2 4 6 1 8* (2 doz) (2 doz) 19½oz 31 9 7 0 4 3* * Includes 3d for container liquid apples 19½oz 31 9 7 0 4 0 No container charge for large size			
Sidros (992 P & C) (distributors 372 De Witt) tablets 5000 90 0ea — —			
Si-Ko (351 Danning) (distributors 1101 Sangers) — — — — D			
Silcot (786 Macdonald) sanitary towels wool size 0 12 23 3 — 2 6 1 6 14 0 — 1 6 1 12 25 9 — 2 9 2 12 31 3 — 3 4 3 12 35 11 — 3 10 4 12 43 8 — 4 8 soluble 12 41 1 — 2 3 sanitary belts popular 17 0 2 4 2 2 trim line 18 6 2 6 2 5 de luxe 18 6 2 6 2 5 suedeline 22 0 3 0 2 11			
Silf (1137 Silf) — — — — D			
Simazine (871 MCC) weed killer size 1 20 0 — 2 6 2 66 0 — 8 3 3 13 0ea — 19 6 4 35 0ea — 52 6			
Simbix (173 Britanol) (distributors 67 Ashe) chocolate nut cookies 37 0 — 4 2			
Simple (25 AS) (distributors 1363 Alcos) complexion soap bath size 11 5 4 2 1 9 19 6 7 2 3 0			
Sinequan (969 Pfizer) capsules 10mg 100 21 0ea — 31 6 500 100 0ea — 150 0 25mg 100 29 9ea — 44 8 500 140 0ea — 220 0 50mg 100 49 0ea — 73 6			
Skels (1152 SK) instant jelly 1pt 15 0 — 1 8 2pt — — — — D			
Skin Deep (76 Atkinson) cleansing cream jar 49 7 26 7 8 5 milk bottle 52 1 27 11 8 10 foundation cream tube 31 11 17 1 5 5 57 11 31 1 9 10 jar 56 11 30 6 9 8 liquid foundation 58 11 31 7 10 0 moisture milk bottle 58 11 31 7 10 0 nourishing cream jar 34 5 18 5 5 10 tube 58 11 31 7 10 0 skin freshener soap beauty cream — — — — D			
Skinfare (76 Atkinson) cream 80 6 43 2 13 8 129 8 69 6 22 0 220 6 118 3 37 5			
Skin Life (596 HR) throat firming treatment — — — 72 6			
Skol (1113 S & B) sun tan lotion 110cc 41 5 20 11 6 6 gelee — — — — D			
Sungold creme 120cc 60 6 30 7 9 6 lotion 120cc 57 4 29 0 9 0 moisturising creme 70g 54 2 27 4 8 6 135g 80 2 40 3 12 6 oil aerosol 150cc 60 6 30 7 9 6 tansaver after sun moisturiser 300ml 7 0ea 2 7ea 13 1			
Skrub Kreml (938 PD)			
Sleek (1155 S & N) plastic strapping 1in x 2½yd 5K12X 14 0 — 1 8 1in x 5yd 5K15 23 1 — 2 9 2in x 5yd 5K25 37 10 — 4 6 3in x 5yd 5K35 50 5 — 6 0			

	Trade	Tax	Retail
Sleepwell (70S Kirby) tablets 16 17 0 6 3 2 8			
Slug Gard (1400 PBI) slug killer 32 0 — 4 0			
Slugit (871 MCC) liquid 4oz 34 0 — 4 3 8oz 50 0 — 6 3 1pt 112 0 — 14 0 1qt 210 0 — 26 6 ½gal 31 0ea — 46 3			
Sniff (898 Northern) smelling bottle 10 0 3 8 1 6			
Snowfire (S63 Hampshire) — — — — D			
Snowfire (1038 R & C) healing tablet 8 5 3 1 1 2			
Sof'down (1349 LW) tie pants (5) 23 0 — 2 10 (4) — — — — D			
Soilicide (1400 FBI) No. 1 1 4ea — 2 0 No. 2 2 8ea — 4 0			
Soothadent (810 Maw) teething liquid 10cc 28 0 — 3 6			
Sophistique (1157 S) bubble bath sachet 16 0 8 10 — (3 doz) (3 doz) lacquer refill sachet 16 0 8 10 — (3 doz) (3 doz) nail polish remover 16 0 8 10 — spray deodorant 70g 30 0 16 6 4 9			
Sopronol (1352 Wyeth) ointment 25g 24 0 9 0 3 5 1oz — — — — D			
Soquette (115 SNP) solution 10ml 51 0 — 5 4 110ml 102 0 — 12 10			
Spaneph (1153 SKF) †SI Spansules 30 136 0 — 17 0 250 88 6ea — 132 9			
Sparklets (183 BOC) spare parts body (Hostmaster) 32 0ea 4 5ea 48 0			
Spic Span (761 Lilia-White) kitchen towels 32 9 4 6 4 2			
Spot (1400 PBI) weed killer — — — — D			
Sta-blond (1113 S & B) shampoo bottles 80cc 26 6 8 10 3 9			
Steedmans (1113 S & B) teething jelly 23 0 7 8 3 3			
Sterisol (1310 WW) — — — — D			
Strepolene (607 Hilston) (vet.) 36 0 13 0 5 7 204 0 75 0 31 9			
Streptomycin (378 Dista) sulphate 5.0g single-vial — — — — D			
Stress (978 PYP) 7lb 30 0ea — 45 0 14lb 50 0ea — 75 0			
Stugeron (666 Janssen) tablets 50 11 3ea — —			
Sucron (67 Ashe) cooking liquid — — — — D			
Sulphethrone (208 BW) — — — — D			
Sunsilk (505 Gibbs) shampoo sachet 6 3 2 11			
Supersoft (563 Hampshire)			
Supersoft (1038 R & C) bubble bath sachet 3 0 1 1 5 bottle 17 8 6 6 2 6 Close-up deodorant 31 10 17 6 5 0 large 39 11 21 6 6 0 hair sprays standard 35 7 19 7 5 8 economy 44 1 24 3 6 11 super 75 11 41 9 11 11 hair toner sachet 5 4 2 11 10 hand cream 12 9 7 0 2 0 shampoos sachet 3 0 1 1 5 standard 17 8 6 6 2 6 economy 30 0 11 0 4 3 styling lotion 12 9 7 0 2 0 talcum 24 5 13 5 3 10			
Sure (509 Gibbs) existing entry — — — — D			
Sure (509 Gibbs) deodorants aerosol mist 34 9 19 1 5 6 aerosol powder 42 2 23 2 6 7 anti-perspirant aerosol 50 2 27 7 7 11 roll-on 33 2 18 3 5 3 spray 27 7 15 2 4 4			
Sweetex (751 LL) dispenser 250 31 6 — 3 6			
Sweet'n Easy (509 Gibbs) — — — — D			
Syntometrine (1098 Sandoz) †s4B ampoules 1ml 100 57 6ea — —			
Syrofans (1582 Albion) 150ml 34 0 12 0 5 3 500ml 86 0 32 0 13 5 6oz & 16oz — — — — D 11 13 0ea — 19 6 21 25 0ea — 37 6 40 & 80oz — — — — D			

	Trade	Tax	Retail
Tabasan (78 AS & Co) † tablets 12 16 0 — 2 0 50 32 0 — 4 0 100 56 0 — 7 0 500 20 0ea — — 1000 35 0ea — —			
Tackie (280 CP)			
Tarcortin (1178 Stafford) cream 7g — — — —			
Tarquinor (1176 Squibb)			
T.C.P. (1552 UL) bites and stings			
Teasdale's (898 Northern) † adult cough linctus 31 0 11 4 4 6			
Tedral (1310 WW) †sis4A suspension 150ml 64 0 — 8 0 4oz — — — —			
Te Long (1586 Martal) (distributors 451 F & J) nail strengthener 43 11 24 2 7 6			
Tensidine (115 Bengue)			
Terpalin (901 Norton) † (distributors 1545 Vestric) 500ml 13 0ea — — 2l 50 0ea — — 16oz & 80oz — — — —			
Terramycin (969 Pfizer) vaginal tablets 100mg 10 5 6ea — 8 3			
animal formulas § antibiotic feed supplement T.M.5. 50lb 90 0ea — 108 0 75lb — — — — T.M.10 50lb 150 0ea — — T.M.25 50lb 333 0ea — — Supplements 30lb 60 0ea — 72 0			
Tetracycl (969 Pfizer) TS paediatric drops			
Tetracycl-P (969 Pfizer) TS			
Tetracycl-SF (969 Pfizer) TS capsules 100 42 0ea — 63 0			
Thats My Colour (1216 Technique) hair colourant 60 9 32 7 10 6			
Thawpit (1480 Izal) bottle 27 0 — 3 0 with cleaning pad 27 0 — 3 0 naphthalene moth balls 18 0 — 2 0 Spotkleeners 49 6 — 2 9 (2doz)			
Thera-Blem (690 Keldson) cream 20g 43 7 15 7 6 9			
Thiamoplex (930 P & B) tablets 500 — — — —			
Thiol (871 MCC) 1pt 54 0 — 6 9 1qt 94 0 — 11 9 1gal 21 8ea — 32 6 5gal 90 0ea — 120 0			
Throaties (64 ACL) pastilles menthol & eucalyptus 5 2 1 10 9			
Tidman's (1235 Tidman) sea salt bath carton 29 9 10 11 4 2 48 3 17 9 6 10 14lb 114 6 42 0 16 3 56lb 34 3ea 12 7ea 55 2 1cwt 61 0ea 22 5ea 97 0 table sea salt 12oz 29 6 — 3 3 Mediterranean 1½lb 29 6 — 3 3			
Toddilox (563 Hampshire)			
Toddilox (1038 R & C) 21 3 11 8 3 4			
Tommee Tippee (1412 Jackel) feeding aprons 32 0 — 3 11 feeding bibs 12 0 — 1 6 meal time bib set (3) 48 0 — 5 11			
Tonrinz (563 Hampshire)			
Tonrinz (1038 R & C) hair colour rinse 5 4 2 11 10			
Topgard (1400 PBI) gun 2 4ea — 3 6			
Topglass (1400 PBI) existing entry — — — — D			
Topglass (1400 PBI) kit 7 0ea — 10 6			
Topnote (1157 S) hair spray aerosol 140g 23 6 12 11 3 11 340g 42 6 23 5 7 11 refill 56cc 11 0 6 0 1 11 hair spray normalised 80g 16 0 8 10 2 11 hair set 56cc 20 2 12 2 3 10 shampoo satin sachet 1 9 8 5 54cc 11 9 4 3 1 11			
deodorant spray — — — —			
Toprose (1400 PBI) mildew spray 2oz 2 0ea — 3 0 4oz 3 4ea — 5 0			
Top Tan (1157 S) suntan mousse tube 46g 25 0 13 9 4 6 aerosol 140g 33 6 18 5 5 11			

	Trade	Tax	Retail
ca (1113 5 & B)			
u de Cologne 22cc	—	—	8 9
47cc	—	—	14 6
85cc	—	—	25 6
nd cream 140cc	—	—	7 6
rfume small	—	—	10 6
cum 95g	—	—	9 6
u de toilette aerosol	—	—	— D
sol (1154 5NP)			
ution 10ml	51 0	—	5 4
50ml	93 0	—	10 10
ylol (452 FBA)			
poules 25,000 k.i.u.			
5ml x 25	535 4ea	—	803 0
0,000 k.i.u.			
10ml x 5	329 6ea	—	494 3
10ml x 25	1476 6ea	—	2214 9
ts (525 Golden)			
ve set	22 6	12 5	3 9
34 6	19 0	—	5 9
(525 Golden)			
tube	34 6	19 0	5 9
etts (1552 UL)			
oc finger	22 6	4 11½	2 11 1
ouries	45 0	—	5 0
x	—	—	— D
inking chocolate	17 0	—	2 5
gesic (1303 Wander) †s7			
xir 1 litre	29 6ea	—	—
minic (1303 Wander) †s7			
up 1 litre	26 0ea	—	—
eridol (922 Ortho) †s4B			
up 500ml	31 10ea	—	47 9
ax-Ad (208 BW)			
cine diphtheria, tetanus			
ertussis (adsorbed)			
0.5 ml	30 0	—	3 9
al 5ml	64 0	—	7 9
ood (1249 Trufood)			
CT(I) 454g	149 9	—	19 9
itizol (837 M5D) †s4B			
lets 50mg	36 0ea	—	54 0
lette (491 GB)			— D
lette (800 TM)			— D
Williams (543 BGL)			
am small	28 0	10 3	4 3
large	39 11	14 8	6 1
s (506 Gerhardt)			— D
istributors 366 DR & A)			— D
istributors 1377 R & A)			— D
ifans (901 Norton) †			
istributors 1545 Vestric)			
500ml	7 0ea	—	—
21	25 0ea	—	—
16oz & 80oz	—	—	— D
i Jel (969 Pfizer)			— D
e as Lasting (525 Golden)			
ion normal hold			
ly 20cc	12 0	6 7	2 0
100cc	54 0	29 8	9 0
greasy hair	13 6	7 5	2 3
58 6	32 2	—	9 9
13 6	7 5	—	2 3
ch colour livener			
derm (837 M5D)			
25g	2 2ea	—	3 3
1oz	—	—	— D
y (496 Garsalle)			
amin night cream			
80g	96 0	52 9	16 4
alanum (1479 SCL) TS			
am plain			
10g	5 10ea	—	8 6
30g	14 7ea	—	21 3
50g	22 2ea	—	32 3
ion plain			
20ml	8 7ea	—	12 6
10g	6 0ea	—	8 9
30g	15 4ea	—	22 4
50g	23 2ea	—	33 9
10g	5 10ea	—	8 6
30g	14 7ea	—	21 3
50g	22 2ea	—	32 3
aproct (1479 SCL) †s1T5			
ment			
10g	5 2ea	—	7 9
30g	13 2ea	—	19 9
positories			
12	7 7ea	—	11 5
24	13 2ea	—	19 9
10 9ea	—	—	16 2
mbipack			
est (1367 Unigreg)			
psules dp 120	30 9ea	—	— 1
itix (843 ML)			
gent strips	50	8 4ea	— 12 6
bilistix (843 ML)			
gent strips	50	14 5ea	— 21 7
kinase (747 Leo) existing entry			— D
kinase (747 Leo)			
wer 5000iu	195 0	—	260 0
25000 iu	555 9ea	—	741 0
ference standard			
ial 15 5ea	—	—	—
ucosil 1310 WW) †s4B			
spension 300ml	10 6ea	—	15 9
125ml	—	—	— D

	Trade	Tax	Retail
Vagadil Alk (1582 Albion) †DDI			
tablets			
20	26 0	10 0	4 1
dp 100	76 0	—	9 6
dp 250	15 0ea	—	22 6
Valderma (343 DH)			— D
Valderma (1038 R & C)			— D
antiseptic balm			
tube	27 3	—	3 0
36 10	—	—	4 1
jar			
1oz	29 6	—	3 3
2oz	42 9	—	4 9
4oz	56 4	—	6 6
shampoo sachet	7 3	2 8	1 0
shaving cream	23 9	8 9	3 3
stick	13 8	5 0	1 11
soap toilet	12 4	4 6	1 8
bath	20 5	7 6	2 8
talcum powder	21 3	11 8	3 4
Valopto (343 DH)			— D
Valopto (1038 R & C)			— D
eye lotion	19 8	7 3	2 11
Val Pak (343 DH)			— D
Val Pak (1038 R & C)			— D
face pack			
sachet	11 8	6 5	1 10
tube	22 6	12 5	3 6
30 8	16 10	—	4 8
Valpeda (343 DH)			— D
Valpeda (1038 R & C)			— D
foot balm	30 5	—	3 6
Vapex (695 TK)			
inhalant	22 0	8 1	3 6
pastilles	17 0	6 3	2 9
Variderm (930 P & B)			— D
V-Cil-K (413 Lilly)			— D
syrup 125mg/5ml 30ml			— D
Veet (343 DH)			— D
Veet (1038 R & C)			— D
hair remover cream	17 3	9 6	2 8
odourless cream	26 3	14 5	4 0
35 2	19 4	—	5 4
48 5	26 8	—	7 6
48 11	26 11	—	7 9
lotion			
Velitis (115 Bengue)			— D
cream perfumed 1lb			— D
unperfumed 1lb			— D
Velvas (1400 PBI)			
lawn sand			
ctn	3 0ea	—	4 6
7lb	4 8ea	—	7 0
14lb	7 8ea	—	11 6
56lb	21 4ea	—	32 0
1cwt	38 4ea	—	57 6
Vermiculite (1400 PBI)			— D
Verton (1176 Squibb)			— D
Villescon (145B) †s4B			
(distributors 501 Geigy)			
liquid			
150ml	79 0	28 11	12 3
120ml	—	—	— D
Virol (152 Bovril)			
250g	34 10	—	3 7
500g	57 10	—	6 0
old packs	—	—	— D
Virormone (930 P & B)			
tablets			
5mg 500 & 1000			— D
10mg 500 & 1000			— D
25mg 25, 500 & 1000			— D
50mg 100, 500 & 1000			— D
Viscopaste (1155 5 & N)			
zinc paste bandage			
3½ x 6yd	37 0	—	4 4
P.B.7 3½ x 6yd	37 0	—	4 4
Vitepron (930 P & B)			— D
Vocalzone (1290 Vocalzone)			
(distributors 381 Dols)			
Volidan (179 BDH) †s4B			
tablets			
20	4 4ea	—	6 6
Volidan 21 (179 BDH) †s4B			
tablets			
21	4 4ea	—	6 6
tablets 3 month pack	8 8ea	—	13 0
Wade's (1295 Wade)			
Secaderm salve			
15g	1 7ea	7ea	3 0
42.5g	3 4ea	1 2ea	6 2
Wate-on (366 DR & A)			— D
Wate-on (366 Dendron)			— D
Weed-a-Lawn (1400PBI)			— D
Weerifoot (705 Kirby)			
corn cure			
7ml	15 0	5 6	2 4
Wella (1318 Wella)			
herbal creme rinse			
sachet	28 0	15 5	1 3
44 0	24 2½	—	7 6
bottle			
Wellcome (208 BW)			
influenza split virus			
vaccine (inactivated			
deoxycholate treated			
bivalent			
1ml	10 8ea	—	16 0
10ml	85 4ea	—	128 0
Welldorm (1154 5NP) †s4B			
elixir			
150ml	5 6ea	—	8 3
500ml	14 0ea	—	21 0
tablets 650mg			
50	6 6ea	—	9 9
250	24 0ea	—	36 0
150mg	25	2 6ea	3 9
500	16 9ea	—	25 2

	Trade	Tax	Retail
Wescodyne Surgical (115 Bengue)			
80oz & 5 gal			— D
Wilkinson (1339 Wilkinson)			
Super Sword Edge			
blades	5	58 2	21 4
(25 pkts)	(25 pkts)	—	4 4
Williams (255 Chembro)			
Lectric Shave glide on			
83cc	51 8	28 5	8 0
Ice Blue			
Aqua Cologne	55cc	51 8	28 5
110cc	83 8	46 0	13 0
Aqua Velva after-shave			
55cc	41 10	23 0	6 6
110cc	67 10	37 3½	10 6
deodorant stick	40g	50 0	27 6
talcum powder	90g	50 0	27 6
Wincarnis (279 Coleman)			
Wine red label			
77 6	—	—	8 3
142 6	—	—	15 0
103 0	—	—	11 3
203 6	—	—	21 0
gold label			
Winlam (615 H & M)			
12	50 0	18 4	7 9
Wintogeno (491 GB)			— D
Wintogeno (800 TM)			
Woof (295 CM&R)			
household wool			
36 6	8 1	—	1 3
(4doz)	(4doz)	—	—
Woolulose (339 CG)			
household wool			
16 7	—	—	2 1
Xylocaine (68 Astra)			
plain ampoules			
1% x 2ml	100	37 6ea	—
Xylodase (68 Astra)			
tube	15g	4 0ea	—
Yardley (1355 Yardley)			
soap-on-a-rope			
60 0	22 0	—	8 6
Yaxa (366 DR & A)			— D
Yaxa (366 Dendron)			
Youthexa (63 Arnold)			
after-hair lotion	100cc	66 0	36 0
anti-grease scalp pack	100cc	66 0	36 0
100cc	66 0	36 0	11 3
astringent cream			
100cc	66 0	36 0	11 3
110 0	61 0	—	18 10
blackhead remover			
outfit	110cc	110 0	61 0
cleansing cream			
110 0	61 0	—	18 10
easy hair tint	50cc	66 0	36 0
hair Grolair			
66 0	36 0	—	11 3
hair tinting crayon			
58 0	32 0	—	9 11
hair remover stick			
44 0	24 0	—	7 6
66 0	36 0	—	11 3
38 0	14 0	—	5 11
pine shampoo	110cc		
powderstone hair			
eraser	110 0	61 0	18 10
skin food			
25cc	66 0	36 0	11 3
50cc	110 0	61 0	18 10
tonic clay pack	110cc	66 0	36 0
tonic eyelash cream			
58 0	32 0	—	9 11
wrinkle cream	25cc	66 0	36 0
50cc	110 0	61 0	18 10
Zal (1480 Izal)			
air freshener aerosol			
large	33 9	—	3 9
giant	47 3	—	5 3
disinfectant			
10 6	—	—	1 2
16 6	—	—	1 10
25 6	—	—	2 10
giant	33 9	—	3 9
1gal	13 3ea	—	18 0
fly killer aerosol			
large	37 6	—	4 2
giant	54 9	—	6 1
pine fresh dustbin			
powder			
27 0	—	—	2 0
(1½ doz)			
Zero (366 DR & A)			— D
Zibeline (Weil 961 EGP)			
perfume			
1oz	15 9ea	8 8ea	34 0
2oz	29 3ea	16 1ea	63 0
4oz	49 9ea	27 4ea	107 0
1oz	74 10ea	41 2ea	161 0
2oz	122 4ea	67 4ea	263 0
4oz	213 11ea	117 8ea	460 0
8oz	353 6ea	194 5ea	760 0
16oz	586 0ea	322 4ea	1260 0
atomiser			
1oz	88 4ea	48 7ea	190 0
refill	1oz	66 0ea	36 4ea
diffusette			
1oz	60 0ea	16 11ea	66 0
51 2ea	28 2ea	—	110 0
Zubes (1068 Roberts)			
cough sweets			
10 1	3 8	—	1 6
cough mixture	19 0	7 0	2 9

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

167 Braun=L. Braun Ltd., 22 Cowper Street, London, E.C.2. 01-253 3583.
219 CMC=Calotherm Manufacturing Co

NEW from Co-Caps

IMIPRAMINE
CO-CAP 25

Imipramin

Each capsule contains 25mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

542 Griffin=David Griffin, Ltd., Holland Way, Blandford, Dorset. 0258-22678.
543 BGL=Bertram Griffiths Ltd., 195 Richmond Road, Cardiff. 0222-32941.
666 Janssen=Janssen Pharmaceutica's, Sanderton, High Wycombe, Bucks. 0240-242281.
733 Lastonet=Lastonet Products Ltd., Carn Brea, Redruth, Cornwall. 0209-24141.
733 Lastonet=Lastonet Products Ltd., Carn Brea, Redruth, Cornwall. Camborne 4141.
774 LR=LR Industries, Ltd., North Circular Road, London, E.4. 01-527 2377.
803 MMP=Marston Mandy Products Ltd., 22 Birch Road, Maple Road Industrial Estate, Lottbridge Drive, Eastbourne, Sussex. Eastbourne 34211.
871 MCC=Murphy Chemical Co. Ltd., Wheathampstead, St. Albans, Herts. 0582-832001.
1006 PI=Printar Industries Ltd., Mead Lane, Hertford. 033-6691.
037 Reckitt=Reckitt & Colman Products Ltd., Dansom Lane, Hull, HU8 7DS. 0482-26151.
1038 R & C=Reckitt & Colman Toiletries Division, Sunnydale, Derby. 0332 21234.
1053 Rexall=Rexall Drug Co., Morley Street, Loughborough, Leics. 0509-33181.
1087 Roussel=Roussel Laboratories Ltd., Columbus House, Wembley Park, Middlesex. 01-903 1454.

1145 Sirex=Sirex Ltd., 125 High Holborn, London, W.C.1. 01-242 1162.
1255 UP=Ulster Plastics Ltd., Budgefield, Tewin Road, Welwyn Garden City, Herts. Welwyn Garden 26338.
1345 GOW=G. O. Woodward & Co. Ltd., Forest Works, Charlbury, Oxon, 0608-81369.
1369 RMC=Ravina Marketing Co., Rowan House, 64 Oxford Road, Denham, Uxbridge, Middlesex. Uxbridge 30102.
1377 R & A=Richards & Appleby Ltd., Derby Street, Ormskirk, Lancs. Ormskirk 73344.
1423 Jaynox=Jaynox Ltd., Jaynox Works, King Street, Longton, Stoke-on-Trent. 0782-32061.
1501 DA=Dreamland Appliances Ltd., Arkwright Road, Reading, RG2. 01N. 0734-85201.
1505 CD & C=Commercial Drug and Chemical Co. Ltd., Photographic Division, Holt House, Flamstead End Road, Cheshunt, Herts. Waltham Cross 27287.
1533 Alo=Alo-Cosmetics, Ltd., 184 Great Portland Street, London, W.1. 01-636 2901.
1556 Farillon=Farillon Ltd., Selinas Lane, Dagenham Essex. 01-592 2596.
1567 Externe=Externe Co., Ltd., The Willows, Railway Road, Downham Market, Norfolk. 0366-33189.

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.: Purchase Tax per Doz.: Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance: italic figures (2 9) that it is recommended by the manufacturers: and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

	Trade	Tax	Retail
Adam (682 KCL)			
after shave	36 0	19 10	6 3 A
Anapasmine (1490 IAP5)			
125ml	52 0	19 1	7 4 ●
500ml	15 0ea	5 6ea	25 6
4oz & 16oz	—	—	D
April Violets (1355 Yardley)			
perfume	—	—	14 0
perfumed Cologne	—	—	A
spray mist	1984	—	13 0
soap toilet	1945	—	21 7
1962	—	—	3 3
Benzodent (300 Cottrell) †			
denture ointment	—	—	A
tube	4 6ea	—	6 9
Bisma Calna (211 Butler)			
cream	72 0	—	9 0
500ml	20 0ea	—	30 0
Bond Street (1355 Yardley)			
crystallised Cologne	—	—	11 7 A
dusting powder	2770	—	25 7
perfume	2709	—	19 0
1oz	2792	—	44 0
1oz	2793	—	73 0
metered spray	2771	—	21 7
perfumed Cologne	—	—	17 0
2784	—	—	31 7
2785	—	—	13 9
mini spray	2745J	—	23 7
spray mist	2745	—	3 3 R
soap toilet	2762	—	—
Canoe (350 Dana)			
deodorant spray talc	6 9ea	3 9ea	15 0 ●
Cologne sprayette	8 8ea	4 9ea	19 6 ●
Caprice (1355 Yardley)			
Cologne	—	—	13 0
cream perfume	—	—	15 0
mini spray	—	—	12 9
perfume	—	—	14 0
Chapstick (1071 Robins)	19 0	7 0	2 11 I
Chypre (301 Coty) existing entry			D
Chypre (301 Coty)			I
creamy skin perfume	2958	10 1ea	5 6½ea 21 0
dusting powder	348	14 3ea	7 10ea 29 9
refill	29351	7 11ea	4 4ea 16 6
perfume	113	14 1ea	7 9ea 30 0
spray	112	19 9ea	10 10ea 42 0
Coolene (682 KCL)			
sunburn relief	22 0	8 1	3 6 ●
Cooltan (682 KCL)			
sun bronzing lotion	52 0	28 7	9 0 R
suntan cream No. 1	26 0	14 4	4 6 A
No. 2	38 0	20 11	6 6
No. 3	52 0	28 7	9 0

	Trade	Tax	Retail
fast action tan aerosol	70 0	38 6	12 0 ●
Coppatan (682 KCL)			
suntan cream	38 0	20 11	6 6 A
oil	38 0	20 11	6 6
foam aerosol	70 0	38 6	12 0 ●
Coty (301 Coty) existing entry			D
Coty (301 Coty)			I
airspun powder	2050	49 0	26 11½ 8 6
beauty facial	316	52 0	28 7 9 0
cream powder	584	52 0	28 7 9 0
compact	581	40 0	22 0 7 0
refill	2094	106 0	58 3½ 18 6
twinset	—	—	—
deodorant	—	—	—
mist	330	56 0	30 9½ 9 9
roll-on	319	51 0	28 0½ 9 0
eye make-up	—	—	—
browpencil	448	37 0	20 4 6 6
browshadow	449	50 0	27 6 8 9
cakeliner	453	47 0	25 10 8 3
eyeshadow	444	50 0	27 6 8 9
eyeshine	456	48 0	26 5 10 0
linepencil	450	84 0	46 2½ 14 9
refill	451	30 0	16 6 5 6
linerbrush	452	50 0	27 6 8 9
liquidline	446	63 0	34 8 11 0
longlash	440	97 0	53 4 17 3
refill	441	67 0	36 10 11 9
mascara	442	57 0	31 4 10 0
roll-on-lash	454	84 0	46 2½ 14 9
shadowbrush	445	50 0	27 6 8 9
stickshadow	443	50 0	27 4 8 9
twinshadow	447	59 0	32 5½ 10 6
foundation cream	549	54 9	30 1 9 6
hand care	296	36 0	19 9½ 6 6
Innovation	—	—	—
eye liner gel	401	54 0	29 8½ 9 6
eyeshadow gel	402	54 0	29 8½ 9 6
make-up gel	400	66 0	36 3½ 11 6
instant cleanser	301	83 0	45 8 14 6
Light and Lovely	530	56 0	30 9½ 9 9
lipstick	203	46 0	25 3½ 8 0
mirrored case	205	55 0	30 3 9 6
Superclear	208	52 0	28 7 9 0
liquid base	354	52 0	28 7 9 0
moisture balancer	304	100 0	55 0 17 6
moisture veil	353	79 0	43 5½ 13 9
all-in-one	355	72 0	39 7 12 6
face formers	356	98 0	53 11 17 0
nourishing cream	310	83 0	45 8 14 6
revitalising cream	313	98 0	53 11 17 0
rouge	255	49 0	26 11½ 8 6
skin freshener	307	83 0	45 8 13 6
Slenderline pressed	—	—	—
powder compact	585	80 0	44 0 14 0
sub tint	541	29 0	15 11½ 5 0

	Trade	Tax	Retail
sunshimmer			
make-up	538	80 0	44 0 14 0
translucent	—	—	—
highlighter	535	75 0	41 3 13 0
loose powder	580	86 0	47 3½ 15 0
pressed powder	583	75 0	41 3 13 0
Cougar (1355 Yardley)			
after shave lotion	2458	—	— 1 9
Dee Gee (542 Griffin)			
baby bottle heater	—	22 2ea	7 11ea 37 6
Delph (496 Garsalle)			
cleansing milk	48 0	26 5	8 3
old pack	—	—	—
Delrosa (976 P5 & T)			
rose-hip syrup	6oz	30 5	— 3 2
12oz	55 2	—	5 9
18oz	76 0	—	7 11
Diupres (837 MSD) †			
tablets	100	25 8ea	— 38 6
500	125 6ea	—	188 3
Donnagel (1071 Robins)			
suspension	150ml	6 2ea	— 9 2
with neomycin T5	150ml	15 7ea	— 23 5
old packs	—	—	—
Donnagel P.G. (1071 Robins) †			
suspension	150ml	6 2ea	— 9 2
old pack	—	—	—
Embadren (1198 51C)			
cream tube	42 0	15 5	6 6
jar	96 0	35 2	15 0
Emeraude (301 Coty)			
creamy skin perfume	4058	10 1ea	5 6½ea 21 0
perfume	121	25 10ea	14 2½ea 55 0
113	14 1ea	7 9ea	30 0
112	19 9ea	10 10ea	42 0
mist	293	12 0ea	6 7ea 25 0
soap toilet (1)	4082	28 0	10 3 4 0
bath (1)	4081	45 0	16 6 6 6
talcum	357	48 0	26 5 8 6
356	63 0	34 8	11 0
4066	40 0	22 0	7 0
eau de toilette	—	—	—
hand lotion	—	—	—
parfum de toilette	—	—	—
perfume 141, 151	—	—	—
Evans (436 Evans)			
piglet-anaemia paste	—	—	—
tubes of 60 doses	—	—	—
approx	29 6	10 0	—
1oz	—	—	—
Evan Williams (1188 Steiner)			
brilliantine	27cc	25 6	14 0 4 3
old size	—	—	—
FDS (1437 ACC)			
deodorant aerosol	42 8	23 6	6 11
tissues (10)	30 9	16 11	5 0
old packs	—	—	—
Flair (1355 Yardley)			
dusting powder	4809	—	25 7
Cologne	4884	—	17 0
4885	—	—	31 7
mini spray	4845J	—	13 9
spray mist	4845	—	23 7
crystallised	4870	—	11 7
perfume	4890	—	19 0
1oz	4892	—	44 0
1oz	4893	—	73 0
metered spray	4871	—	21 7
soap	4862	—	3 3
Four Seasons (301 Coty)			
Freesia (1355 Yardley)			
bath salt tablets	1826	—	6 2
cream perfume	1873	—	15 0
crystallised Cologne	1870	—	11 0
perf. m:	1871	—	14 0
perfumed Cologne	1884	—	13 0
mini spray	2845J	—	12 5
spray mist	1845	—	21 7
soap toilet	1862	—	3 3
perfume	1890	—	—
Harvester (211 Butler)			
malt and oil	11b	32 6	—
21b	57 6	—	—
Ilosone (413 Lilly)			
suspension	60ml	—	—
Imprevu (301 Coty)			
bath cubes	273	7 8ea	4 2½ea 16 0
bath oil	373	14 10ea	8 2ea 31 0
Cologne	261	7 11ea	4 4ea 16 0
259	11 3ea	6 2ea	23 0
260	16 6ea	9 1ea	34 0
emollient bath oil	373	14 10ea	8 2ea 31 0

	Trade	Tax	Retail
spray 940	8 10ea	4 10ea	18 6
d lotion 278	7 2ea	3 11ea	15 0
289	16 9ea	9 2 1/2ea	35 0
um de toilette 222	13 11ea	7 8ea	29 0
ay 232	24 11ea	13 8 1/2ea	52 0
ume 120	9 10ea	5 5ea	21 0
113	19 9ea	10 10ea	42 0
122	31 9ea	17 5 1/2ea	67 6
142	51 8ea	28 5ea	110 0
162	86 11ea	47 10ea	185 0
112	25 2ea	13 10ea	53 6
ay 114	12 11ea	7 1ea	27 0
ie perfume 258	12 0ea	6 7ea	25 0
perfume 268	7 2ea	3 11ea	15 0
um 357	5 6ea	3 0ea	11 6
ra (1109 Schweppes)			
calorie orange or	16 10	3 8	2 2
non			
nant (301 Coty)	4 9ea	2 7ea	10 0
n cubes (6)	12 0ea	6 7ea	25 0
oil 373			
my skin perfume	10 1ea	5 6 1/2ea	21 0
2058			
ting powder refill	20351	7 11ea	4 4ea
2041	7 5ea	4 1ea	16 6
d lotion 2078	5 6ea	3 0ea	11 6
um toilette spray			
232	20 1ea	11 0 1/2ea	42 0
ume 121	25 10ea	14 2 1/2ea	55 0
141	42 3ea	23 3ea	90 0
151	70 6ea	38 9ea	150 0
113	14 1ea	7 9ea	30 0
112	19 9ea	10 10ea	42 0
eam sachet 264	10 9ea	5 11ea	22 6
st 289	13 2ea	7 3ea	27 6
ie perfume 114	10 9ea	5 11ea	22 6
toilet (I) 2082	2 4ea	10ea	4 0
bath (I) 2081	3 9ea	1 4 1/2ea	6 6
sh Cologne 261	6 8ea	3 8ea	14 0
259	9 7ea	5 3ea	20 0
260	14 4ea	7 10 1/2ea	30 0
um 2066	3 4ea	1 10ea	7 0
357	4 1ea	2 3ea	8 6
356	5 3ea	2 11ea	11 0
ive (1198 SIC)			
lotion 36 0	19 10	6 3	A
cream 36 0	19 10	6 3	A
re cream brushless	32 8	12 0	5 2 D
on Delph (496 Garsalle)			
oil 84 0	46 3	14 4	●
shener 48 0	26 5	8 3	
d pack			D
(878 Napp)			
ules 100	10 6ea	—	14 0 A
500	45 0ea	—	60 0 A
gan (301 Coty)			
my skin perfume	10 1ea	5 6 1/2ea	21 0
7058			
ume 121	25 10ea	14 2 1/2ea	55 0
113	14 1ea	7 9ea	30 0
112	19 9ea	10 10ea	42 0
toilet (I) 7082	2 4ea	10ea	4 0
bath (I) 7081	3 9ea	1 4 1/2ea	6 6
um 7066	3 4ea	1 10ea	7 0
oil			D
de toilette			D
ume 141			D
d fragrance			D
mi (301 Coty)			A
n cubes	273	9 1ea	5 0ea
ogne 261	9 1ea	5 0ea	19 0
259	13 2ea	7 3ea	27 6
ay 263	17 11ea	9 10ea	37 6
efill 265	11 3ea	6 2ea	23 6
ting powder refill	234	10 6ea	5 9ea
220			
d and body lotion	278	9 1ea	5 0ea
ume 278	10 4ea	5 8ea	22 0
petite 113	20 8ea	11 4 1/2ea	44 0
119	32 11ea	18 1ea	70 0
139	54 0ea	29 8 1/2ea	115 0
159	89 3ea	49 1ea	190 0
112	26 6ea	14 7ea	56 6
ay 114	13 11ea	7 8ea	29 11
ie perfume 258	13 2ea	7 3ea	27 6
perfume 268	8 2ea	4 6ea	17 0
um			
et des Bois (301 Coty)			D
nth (1545 Vestric) sIDD			
ction 15ml	4 2ea	—	— A
id 100ml	7 7ea	—	—
biocin (147 Boots) TS			
ture 100ml	18 0ea	—	27 0 R
ene (1310 WV) Southern area only			
id 200ml	54 0	—	6 9 ●
170ml	—	—	— D
rn (930 P & B)			
teolysed liver	17 6	—	26 3 I
(301 Coty)			A
my skin perfume	8058	10 1ea	5 6 1/2ea
21			
ting powder refill	80351	7 11ea	4 4ea
8078	5 6ea	3 0ea	11 6
ume 121	25 10ea	14 2 1/2ea	55 0
141	42 3ea	23 3ea	90 0
113	14 1ea	7 9ea	30 0
112	19 9ea	10 10ea	42 0
toilet (I) 8082	2 4ea	10ea	4 0
bath (I) 8081	3 9ea	1 4 1/2ea	6 6
um 357	4 0ea	2 2 1/2ea	8 6
356	5 3ea	2 11ea	11 0

	Trade	Tax	Retail
bath oil	—	—	— D
eau de toilette	—	—	— D
mist	—	—	— D
perfume 151	—	—	— D
cream sachet	—	—	— D
talculm 066	—	—	— D
Phosferine (1082 RKO) existing entry			
Phosferine (1109 Schweppes)			I
tonic wine 20oz	116 0	—	14 6
Phospholine Iodide (802 MS) existing entry			D
Phospholine Iodide (1556 Farillon) ts7			I
vial 3mg	17 10ea	—	26 0
6.25mg	19 11ea	—	29 0
12-mg	22 9ea	—	33 2
Prelude (1355 Yardley)			A
Cologne	—	—	13 0
cream perfume	—	—	15 0
mini spray	—	—	12 9
perfume	—	—	14 0
Red Roses (1355 Yardley)			A
Cologne	1185	—	15 0
spray mist	1145	—	21 7
soap toilet	1162	—	3 3
Reverie (1355 Yardley)			
dusting powder 2809	—	—	25 7 A
perfume 2890	—	—	19 0
2892	—	—	44 0 R
perfumed Cologne			
2884	—	—	17 0
2885	—	—	31 7
mini spray 2845J	—	—	13 9 A
spray mist 2845	—	—	23 7
soap toilet 2862	—	—	3 3 R
Schweppes (1109 Schweppes)			
fruit squashes 25 1/2oz	31 2	6 10	3 9 A
sugar-free tonic water			
split bottles	6 2	1 4	10
Sea & Ski (682 KCL)			
creme solaire	52 0	28 7	9 0 R
Sea Jade (1355 Yardley)			A
Cologne	—	—	13 0
cream perfume 3584	—	—	15 0
3573	—	—	7 0
hand cream 3515	—	—	12 9
mini spray 3545J	—	—	14 0
perfume 3591	—	—	3 3
soap toilet 3562	—	—	5 10 I
bath salt tablets 3526	—	—	—
Sedatussin (413 Lilly) 450ml	4 6ea	1 8ea	8 5
2.25l	18 0ea	6 7ea	33 7
Sedonan (878 Napp)			
ear drops 12ml	42 0	—	—
Slim Disks (1568 Trentham)			
(distributors 994 P & M)			
for men	42	68 0	8 6
200	240 0	—	30 0 ●
Suncrush (1082 RKO) existing entry			D
Suncrush (1109 Schweppes)			I
grapefruit, lemon,			
lemon barley, orange			
25 1/2oz	24 3	5 4	3 2
Sunfresh (1082 RKO) existing entry			D
Sunfresh (1109 Schweppes)			I
orange drink, lemon			
glucose, lemon bar-			
ley, lime juice 25 1/2oz	24 3	5 4	3 2
Tabu (350 Dana)			
deodorant spray talc	6 9ea	3 9ea	15 0 ●
Cologne sprayette	8 8ea	4 9ea	19 6 ●
Tetrex (171 BLL) Ts			
syrup 100ml	11 0ea	—	16 6 ●
2oz	—	—	— D
Thyrodex (930 P & B) existing entry			D
Thyrodex (785 Macarthy) ts4B			I
tablets	100	4 0ea	6 0
500	13 2ea	—	19 9
1000	—	—	— D
Tofranil (501 Geigy) ts4B			
syrup 150ml	22 6ea	—	33 9 ●
120ml	—	—	— D
Traka (1490 IAPS) tsDD1			
syrup 125ml	44 0	16 1	6 3 ●
2l	51 5ea	18 10ea	87 5
4oz & 80oz	—	—	— D
Trivetrin (208 BV) ts4B			●
injection (vet.) 100ml	52 6ea	—	70 0
Tryptizol (837 MSD) ts4B			
syrup 1000ml	68 0	—	102 0 ●
Valitone (1490 IAPS) ts4A			
elixir 125ml	60 0	22 0	8 6 ●
250ml	112 0	41 1	15 10
1l	30 0ea	11 0ea	51 0
2l	59 2ea	21 8ea	100 6
old packs	—	—	— D
Vapona (67 Ashe)			A
dog brand	132 0	—	14 6
Villescon (145 B) ts4B			
(distributors 501 Geigy)			
liquid 150ml	79 0	28 11	12 4 ●
120ml	—	—	— D
Vulfix (1012 PSB) existing entry			I
Vulfix (1012 PSB)			
shaving brushes			
King size			
pure bristle No. 20	47 6	17 5	7 6
No. 21	60 0	22 0	9 6
No. 22	72 6	26 7	11 6
Service No. 1	47 6	17 5	7 6
No. 2	60 0	22 0	9 6
No. 3	72 6	26 7	11 6

	Trade	Tax	Retail
No. 5	80 0	29 4	12 6
No. 86	42 6	15 7	6 9
Speedway			
pure bristle No. 29	35 0	12 10	5 6
No. 39	45 0	16 6	7 0
"London Series"			
Piccadilly No. 513	80 0	29 4	12 6
Hyde Park No. 514	92 6	33 11	14 6
Strand No. 405	101 3	37 1	15 9
Burlington No. 406	120 0	44 0	18 9
Mayfair No. 403	138 0	50 7	21 6
Grosvenor No. 404	168 0	61 7	26 6
Regent			
bristle and badger			
No. 868	120 0	44 0	19 0
Saloon			
plastic base nylon			
bound No. 629	52 0	19 1	8 0
No. 630	69 0	25 4	10 9
No. 631	81 0	29 8	12 8
solid bristle nylon			
bound No. 803	95 0	34 10	14 9
No. 804	128 0	46 11	19 11
No. 805	165 0	60 6	25 9
pure badger No. 1016	13 0ea	4 9ea	24 3
No. 1018	16 6ea	6 1ea	31 0
No. 1040	24 0ea	8 10ea	45 0
No. 2197	20 0ea	7 4ea	37 6
No. 2198	27 6ea	10 1ea	52 6
No. 2199	33 9ea	12 4ea	63 0
No. 2074	45 0ea	16 6ea	85 0
No. 17	30 0ea	11 0ea	57 6
No. 18	36 3ea	13 5ea	68 0
No. 850	29 0ea	10 8ea	55 0
No. 2068/5	25 0ea	9 2ea	47 6
red and blue ring			
series No. 10	19 0ea	7 0ea	36 0
No. 12	30 0ea	11 0ea	57 6
No. 14	37 6ea	13 9ea	70 0
No. 16	60 0ea	22 0ea	112 0
travel brush No. 2190	20 0ea	7 4ea	37 6
No. 2273	45 0ea	16 6ea	85 0
super badger No. 2233	45 0ea	16 6ea	85 0
No. 2234	57 6ea	21 1ea	107 6
No. 2235	66 3ea	24 4ea	124 0
No. 83	60 0ea	22 0ea	112 0
No. 374	43 9ea	16 0ea	82 0
No. 375	57 6ea	21 1ea	107 6
No. 376	72 6ea	26 7ea	136 0
No. 377	100 0ea	36 8ea	187 0
No. 41	130 0ea	47 8ea	245 0
pure bristle with			
styptic block in			
base No. 4	70 0	25 8	10 11
Wellcome (208 BW)			
gas-gangrene antitoxin			
mixed	408 0	—	51 0
Yardley (1355 Yardley)			
after shave lotion			
2058J	—	—	7 7
2058	—	—	10 7
2059	—	—	16 0
anti-perspirant for			
men	2040	—	8 7
bath salts tablets			
assorted	1426	—	6 2
Beauty Magic	1513J	—	9 9
1513	—	—	16 3
brilliantine, solidified			
1639	—	—	6 7
1641	—	—	7 0
Clearskin	514	—	9 3
complexion milk	419J	—	7 9
419L	—	—	12 9
complexion powder			
1400	—	—	8 7
deodorant for men			
2140	—	—	8 7
dry skin cleansing			
cream	413J	—	7 9
413L	—	—	12 9
eau de Cologne for			
men	2028J	—	10 0
2028	—	—	14 9
2029	—	—	23 9
English complexion			
cream	414	—	9 3
eye make-up			
eyebrow/liner pencil			
543	—	—	8 9
refill	543R	—	4 9
eye liner liquid	520	—	7 0
eyematique	524	—	8 7
remover pads	527	—	6 0
shade-out cream	542	—	6 9
shadow stick	523	—	7 7
shadow powder	541	—	6 9
Sweeperoo	538	—	9 3
feather finish refill			
1504	—	—	6 4
502	—	—	6 9
feather foundation			
powder base	516	—	8 9
foundation cream	1410	—	8 9
hand cream	415	—	6 9
415L	—	—	9 9
1450	—	—	10 7
air flow			
lavender			
bath salts			
tablets	1626	—	6 2
oil	1734	—	6 7
perfume	7280	—	9 7

	Trade	Tax	Retail
7282	—	—	10 7
7283	—	—	14 0
7284	—	—	19 0
7286	—	—	28 0
7288	—	—	49 0
crystallised Cologne	—	—	11 0
7270	—	—	12 9
mini spray	—	—	21 7
spray mist	—	—	3 3
soap toilet	—	—	5 7
bath	—	—	7 0
lipstick	—	—	7 9
Sukipearl	—	—	7 9
liquefying cleansing cream	—	—	7 9
412J	—	—	12 9
412L	—	—	9 3
moisture tint	—	—	3 3
foundation	—	—	8 7
oatmeal complexion	—	—	8 7
soap	—	—	3 3
Poise roll-on	—	—	8 7
mist	—	—	8 7
pre-electric shaving lotion	—	—	7 10
2022J	—	—	10 7
2022	—	—	6 0
Pretty Goods	—	—	3 7
chalk sticks singles	—	—	6 9
581	—	—	8 3
eyebrow pencil	—	—	5 0
eye liner cake	—	—	6 9
539	—	—	8 3
liquid	—	—	5 0
586	—	—	6 9
face base	—	—	15 0
532	—	—	9 7
face finish	—	—	15 0
533	—	—	8 7
face kit brush	—	—	6 7
534	—	—	6 0
lip tint	—	—	6 0
567	—	—	6 0
luv lashes	—	—	6 0
537	—	—	6 0
582	—	—	6 0
luv mist	—	—	6 0
547	—	—	6 0
cream perfume	—	—	6 0
573	—	—	6 0
mascarade	—	—	6 0
580	—	—	6 0
nail polish-shimmerine	—	—	6 0
583	—	—	6 0
pearly shiners	—	—	6 0
548	—	—	6 0

	Trade	Tax	Retail
rose anti-perspirant	—	—	8 7
1140	—	—	10 0
shaving bowl	—	—	13 7
plastic container	—	—	4 7
wooden bowl	—	—	6 7
2155	—	—	4 7
2055	—	—	6 7
shaving cream lather	—	—	9 7
2056J	—	—	6 7
2056	—	—	7 9
brushless	—	—	7 9
2057J	—	—	7 9
2057	—	—	7 9
shaving foam	—	—	7 9
2051	—	—	7 9
shaving stick	—	—	7 9
2153	—	—	7 9
refil	—	—	7 9
2054	—	—	7 9
skin food	—	—	7 9
411J	—	—	7 9
411L	—	—	7 9
skin freshener	—	—	7 9
418J	—	—	7 9
418L	—	—	7 9
Supertint	—	—	7 9
551	—	—	7 9
talcum, invisible	—	—	7 9
2008	—	—	7 9
shower	—	—	7 9
2009	—	—	7 9
tonic cleanser	—	—	7 9
430J	—	—	7 9
430L	—	—	7 9

AMENDMENTS TO KEY TO SUPPLIER

Stop press

Apres Soleil (525 Golden)	120cc	70 8	38 10	12 2 1
Clinitetrin (518 Glaxo) TS	1000	270 0ea	—	405 0 •
Energen (1114 SEF)	3oz	20 8	—	2 1 R
savoury crispbread	—	—	—	D
Kasbah (995 Potter) existing entry	—	—	—	I
Kasbah (995 Potter) kidney remedy	17 3	6 4	3 3	—
(1½ doz)	(1½ doz)	—	—	—
Kolantyl (838 Merrell)	250ml	60 0	22 0	9 4 •
gel	12oz	—	—	D
Lion (995 Potter) cleansing herbs	17 3	6 4	3 3	A
(1½ doz)	(1½ doz)	—	—	—

	Trade	Tax	Retail
Merbentyl (838 Merrell) syrup	150ml	78 0	9 9
500ml	19 0ea	—	28 6
4 & 20oz	—	—	—
Pancrex (930 P & B) granules	100g	17 0ea	25 6
500g	60 0ea	—	90 0
1000g	—	—	—
Potter's (995 Potter) anti-smoking tablets	63	110 0	19 3
(1½ doz)	(1½ doz)	—	11 0
composition essence	4oz	15 7	5 9
(1½ doz)	(1½ doz)	—	3 0
6oz	24 10	9 2	5 0
(1½ doz)	(1½ doz)	—	—
raspberry leaf tablets	40	15 0	5 6
(1½ doz)	(1½ doz)	—	3 0
100	28 5	10 6	5 9
(1½ doz)	(1½ doz)	—	—
skin clear ointment	10oz	10 9	3 11
(1½ doz)	(1½ doz)	—	2 3
tablets	50	19 7	7 2
(1½ doz)	(1½ doz)	—	3 10
100	36 9	13 6	6 10
(1½ doz)	(1½ doz)	—	—
soap	—	9 7	1 0
(1½ doz)	(1½ doz)	—	1
vegetable cough remover	3oz	14 3	5 3
(1½ doz)	(1½ doz)	—	2 9
8oz	25 9	9 5	5 0
(1½ doz)	(1½ doz)	—	—
vegetable oil soap	—	9 7	1 0
(1½ doz)	(1½ doz)	—	1 7
Winged Lion (995 Potter) compound herbs	17 3	6 4	3 3
(1½ doz)	(1½ doz)	—	—

METHYL
CO-CAPS

DOPA
250

IMIPR AMINE
CO-CAP 25

Co-Caps Methyldopa and Co-Caps Imipramine

Co-Caps products are now widely used because they are high quality preparations, easy to identify and prescribe.

Each capsule Co-Cap is clearly marked with the generic name (or abbreviation) and strength of the contents.

Many doctors believe this to be the most useful form of marking. It enables them to prescribe generically but with the assurance that the source of the product is known to them.

The use of the prefix CO-CAPS is their guarantee of quality and they know whose generic product their patients receive. Samples and literature from the Medical Information Department, Co-Caps, 361 Lillie Road, S.W.6.

For the first time ever, a group of Britain's leading baby care manufacturers have got together to give first-time mothers-to-be all the information they really need — *all in one box!*

It's called "EXPECTANT MOTHER INFORMATION SERVICE" and is the result of six months careful planning by this newly-formed consortium.

Well, what's in it for the first-time mother-to-be?

Educational literature — really essential, useful facts, help and advice — a baby book and baby care samples **FROM THE LEADING BABY CARE MANUFACTURERS INVOLVED:** Calmic, Glaxo, Maws, Robinson's, Seven Seas, Trufood.

What's in it for you?

A chance to get to know and help your customer better. And boost sales of these main baby care products into the bargain. And, simply, this is how the baby box works: The medical representatives of

Calmic and Robinson's will distribute special Invitation Cards to relevant members of the medical profession (doctors, health visitors and midwives) which they will then give to mothers expecting first babies.

Supplies will be available every six months on request which you will be able to give away **FREE** to every first-time mum who presents her invitation card.

Every box, by the way, will contain at least 8 baby care samples plus the educational material and the Glaxo Mother and Baby Book.

How many boxes are we producing in total?

One for every first-time mum, and every box will contain details of a great competition: £750 worth of prizes to be won — for you to present to winning customers every six months.

So, think about it (how this service will improve your business). And, better still, do something about it . . . make sure you get your quota of boxes. The first time!



Information:

- 1 Your Maws representative will be presenting full details of this new service — starting next week.
- 2 Distribution of invitation cards and advertising will start as soon as you have all received the boxes.

**"EXPECTANT MOTHER INFORMATION SERVICE"
IS AVAILABLE TO CHEMISTS ONLY**

New Flashpack 6

full of bright ideas from Philips



Flashpacks started with Philips. So what's new in the new Flashpack 6? Each Flashpack contains 100 PF1B, 80 Super AG1B and *three* free Handipaks containing 36 PFC4 Flashcubes (144 flashes).

All your flash requirements in one pack plus your own free interlocking storage system.

Sell more flash and you sell more film. More prints. More of everything photographic. How's that for a bright idea?



These free Handipaks interlock on all sides and can be wall mounted if desired. Nice, handy storage systems for filters, adaptors, lenses, etc. Every new Flashpack 6 order brings you three more!

PHILIPS

PHILIPS ELECTRICAL LIMITED, Lighting Division, Century House, Shaftesbury Avenue, London, W.C.2.

Philips brighten up photography

PL3791PF



LETTERS

Still waiting . . .

Once again we have been "taken for a ride." Lem-Sip is on sale at our local Woolworth's store, but every chemist in the area has been waiting weeks for stock. When will we ever learn?

A. E. Boon
Wigan

I feel sure that many retail pharmacists will be delighted to know that whilst they and we are still trying to obtain supplies of Lem-Sip from wholesalers, the public could obtain their requirements from the Harrogate branch of Woolworth's.

But should I really be surprised?

S. Z. Jackson
Castleford

[Reckitt & Sons Ltd state there is no shortage of Lem-Sip now although they were "under pressure" during December and January. However, as supplies became available, all orders were dealt with in strict rotation.—Editor]

Price of platinum

A friend of mine, who works for a selling organisation, is at present engaged in selling Gillette Platinum blades to every outlet he can at 75s 7d per pack of 25.

I asked him to let me have some, but he cannot—he has been expressly forbidden to sell to chemists. I have to obtain mine from a wholesaler at 80s 3d.

When Messrs Gillette ask for my support for their other merchandise they will no doubt be surprised to find that it is not forthcoming.

J. D. Tombs
London N 18

Spray-dried liquorice

Further to your correspondence on the shortage of liquorice root and its extract it might be of interest to your readers to know that a spray-dried powder is actually manufactured in Britain.

Although the root has been short from usual sources abroad for a considerable time, sufficient stocks of spray-dried powder were built up by our company to meet the needs of the trade for some time ahead.

S. Hopkins, director
Biddle, Sawyer & Co Ltd
Plantation House, London EC 3

BPC preparations

I was interested to read Xrayser's column in the *C&D*, January 17, and his statement about the difficulty in obtaining supplies of BPC preparations.

With the reduction in the use of these preparations and the contraction of the number of manufacturers, the obvious way of overcoming this would be for district general hospitals, which normally have both facilities and the raw materials, to be allowed to supply general practice pharmacists. It seems to me that this would

be a simpler exercise than transporting these preparations around the country, from manufacturers to wholesalers, since they will all tend to be rather bulky.

B. H. Smith
Chief pharmacist
Withington Hospital, West Didsbury

Policy not politics

That there is unease and unrest in our pharmaceutical body politic is very evident, and the evolution of the misnamed "splinter groups" is but a symptom or expression of underlying issues and concern.

In any state, society or organisation there can be no progress unless there is this freedom of expression, the right to criticise, and to pursue proposed remedies and solutions.

However, I think most pharmacists would agree that the "feuding and fighting," acrimony, and attacking of personalities is not conducive to the support which all are seeking and need in the face of the struggles confronting all sections of pharmacy.

Before the position worsens and people are forced to non-retreat positions which can be of benefit to no one, may I point out that we have a common link—the Pharmaceutical Society, and I would suggest that the President calls a meeting of all the bodies and groups, established, rebel, "ginger" and "splinter," and endeavour to see if some unity or common programme of progress which each group basically desires can be worked out. All are interested in the wish to improve pharmacy.

Things and conditions are too serious today to score points and political advantage.

The President has the ability, the general goodwill and the resources to call such a meeting. I feel sure he would be supported by all pharmacists who seek the advancement and welfare of pharmacy.

Mervyn Madge
Plymouth

The Referendum

May I, on behalf of North-east London, answer some of the queries we have received in connection with our National Referendum.

Firstly, we have read a very unconvincing argument that there would be insurmountable practical difficulties for Pharmaceutical Committee representatives to serve on a central committee. And yet, they have done so for years in Scotland and have now been chosen by that canny Welshman Mr Davids to do so in Wales. Are contractors in England less capable? I would not think so, and I know that if and when NE London are required to send a representative, the rest of the committee will ensure that he is able to attend, and I am sure that the same would apply to any local pharmaceutical committee worth its salt.

Secondly, we have been asked "What about employee representation?" May I assure our correspondents that the very nature of our proposal ensures this point. They are represented on the local com-

mittee and, therefore, would automatically be represented at National level indeed it is not by any means impossible that an area representative from a local committee could be an employee. When NE London appoints a man to a job it is because he is the best man for the job, whether he be employee or contractor.

All the local rotas in North-east London are in the hands of Mr Sambridge, and are most efficiently organised, the fact that he is an employee member has no bearing on the matter whatsoever and the same would apply, I am sure, to National representation. Committees would send their nominee as a pharmacist and because they considered him to be the man best fitted to go.

Finally, as regards the timing of our announcement, we must agree that the 'flu epidemic has, almost certainly, caused many contractors and pharmacists to miss the proposals or only glance at them. The response so far has been more than any other proposal has ever produced, but we would like at least double the number of replies so far received to consolidate the position. Of the mass so far received over 90 per cent support the proposals.

May I, therefore, briefly reiterate the proposals in bare outline?

That a new contract be requested on a tripartite basis (each part to be negotiable independently of the other two):

(a) a minimum fee scale as a pharmacist and as such an essential part of the Health Service.

(b) a premises retention fee in recognition of the fact that part of the premises is set aside permanently for Health Service work.

(c) a commercial return of "oncost" of materials, etc.

Such a structure would make it impossible to be given a 3d increase on the professional fee and a 1½d cut on another section leaving us with the miserly and insulting increase of a penny farthing. Farthings have long ceased to be legal tender and our negotiators should refuse to negotiate in terms of obsolete coins.

Elected members from local committees on the Central Chemist Contractors Committee. It exists firstly in Scotland and now in Wales what valid reason is there to withhold it any longer in England?

These are, briefly, our proposals. For the first time ever pharmacists and contractors have been asked *beforehand* to state their views on the way in which they are paid. One more wave of replies will give us the target at which we aimed and something may at long last be possible. If you have mislaid your coupon a post card will suffice merely saying "yes" or "no." Two minutes of your time is all we ask.

So, pause for a moment from bemoaning the fact that increased numbers of prescriptions during the epidemic not only prevented you from replying but also will result in a smaller rate of remuneration and send that postcard now to: North-east London Pharmaceutical Committee, Executive Council Buildings, Ilford Lane Chambers, Ilford Lane, Ilford, Essex.

Edwin C. Evens
Chairman of NE London sub-committee and study group

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Service commissions for pharmacists sought

A new attempt to obtain commissioned rank for pharmacists in HM forces is to be made by the Pharmaceutical Society's Council.

The matter was raised at the Council's meeting on February 3 by Mr D. H. Maddock, who moved:

That this Council takes such steps as are necessary (i) to ensure that all registered pharmacists are awarded commissioned rank on entry into HM Forces; and (ii) to encourage the provision of an adequate pharmaceutical service to HM Forces personnel utilising the services of pharmacists of commissioned rank.

Two separate issues

Mr Maddock said that two separate issues were involved. The first was that the well-being of the people was being placed in jeopardy by the absence of a senior pharmaceutical adviser to the Minister of Defence. The second was that a forces population as large as that of South Wales, bounded by and including the cities of Cardiff and Swansea, had no pharmaceutical service.

Mr Maddock recalled that Lt Col H. J. Brennan, who was in charge of medical stores from the Normandy landing to liberation, stated in December 1946 that he was convinced of the need for the medical supply service to be run by pharmacists. It was significant that international conferences of military, medicine and pharmacy were held at which serving doctors and pharmacists discussed questions of common interest yet no British serving pharmacist had ever been sent as a delegate. It was obvious that a pharmacist had a vital role to play in the conduct of the armed forces.

Mr J. A. Myers seconded the motion. The pharmacist was certainly doing a commissioned officer's job in the Royal Navy, he said. A pharmacist should not only dispense but should be in charge of all medical supplies in the armed forces.

Mr A. G. M. Madge suggested that the matter was of academic interest, because consultations were taking place in connection with mergers between civilian and naval hospitals, and there were no commissioned pharmacists in naval hospitals.

Mr C. C. B. Stevens pointed out that anyone with a degree could now obtain a commission in the services. He moved an amendment, which the Council approved, to make the first part of the motion read "That this Council takes such steps as are possible (i) to ensure that all registered pharmacists employed on pharmaceutical duties in HM forces are granted commissions." The motion as amended, was carried.

A document on "The future of the codices", prepared by Mr S. C. Jolly, assistant director of the Department of Pharmaceutical Sciences, had been con-

sidered by the Publications Committee. It urged that the Medicines Commission should be pressed to clarify its policy on the publication of "other compendia" as defined by the Medicines Act, 1968.

The paper further suggested that the Commission should be urged to set up an *ad hoc* committee composed of people knowledgeable about and concerned in the publication of official standards to consider the matter and make recommendations without delay. It was recommended that an approach be made to the Medicines Commission.

A meeting had been arranged between representatives of the Society and of the Health Department to discuss the Society's proposals for postgraduate courses under the Health and Welfare Services (Provision of Instruction) Regulations, 1968, for pharmacists engaged in the National Health Service. The meeting would be held on February 20.

The question of whether guidance should be given to pharmacists who were asked to distribute leaflets for or against the fluoridation of public water supplies was considered by the Practice Committee. The matter had arisen because members in general practice in one area had been distributing leaflets and, as a result, a strong protest had been made by the secretary of the regional branch of the National Pure Water Association. It was agreed that the matter was one that individual pharmacists should decide for themselves.

Diluents for preparations

The Association of the British Pharmaceutical Industry was reported to have informed its members of the view of the Society that it would be helpful if information on the amount and nature of the vehicle to be used was set out prominently on the label. Mr D. E. Sparshott expressed the hope that manufacturers would be persuaded to fix the labels in such a way that they could be removed reasonably easily.

The practice of some manufacturers of placing the expiry date of a product on that part of the label which was intended to remain on the container when the product was dispensed was criticised.

The Committee recommended that a meeting should be sought with representatives of the veterinary products division of the ABPI to discuss the distribution policies of manufacturers.

The Council decided to send a further letter to the Department of Health asking that the Social Services Secretary should make known his intentions on the Noel Hall report as soon as it was published.

It was recommended that a letter be sent to the British Standards Institution suggesting that a committee should be set up to prepare a standard for safety closures for tablet containers.

It was agreed that when the draft regulations about the storage of drugs in pharmacies were discussed with the Home Office, the question of grants for installations would again be raised.

The need for the prescriber to indicate a dose for each item on a prescription had been emphasised by the Society's representatives at the last meeting of the joint British Medical Association/Pharmaceutical Society Committee. The committee had recommended that the General Medical Services Committee should send a circular to local medical committees asking them to remind general practitioners of the importance of indicating dosage. The secretary of the GMS committee had informed the Society that an appropriate item would be included in the annual report of the GMS committee.

Representations rejected

The Council has received a reply from the Department of Health on the question of pharmaceutical representation on the Medicines Commission. Rejecting the Council's claim that its views have been overlooked, the letter says that in looking at the balance of membership the Ministers had regard to qualifications and experience as a whole and sought as far as possible to obtain the maximum of both from the minimum of members.

"The Minister's view, is that it has been possible to secure an appropriate balance of talents while keeping the body to a convenient and workable size."

A report on the progress of repairs to the headquarters building was received. The general fabric was satisfactory, but a considerable amount of minor work would have to be carried out if the Society was to continue in permanent occupation of the building.

£25,000 bill

The surveyors' estimate of the total cost to complete the work at present known to be necessary was £25,000. That did not include the various minor works arising from the structural engineers' report, nor did it include costs arising from further strengthening of floors.

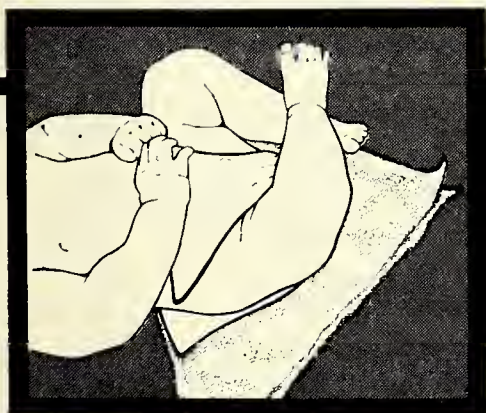
Possible sources of financial assistance towards the cost of the repairs including the Historic Buildings Council, the Greater London Council and the Borough of Camden, were being investigated.

The Society's application for outline planning consent for its proposed Bloomsbury development was still with Camden Borough Council. A decision could not be made until the application had been dealt with by the Ministry of Housing and Local Government. It was unlikely that

Continued on page 212



-Cos
they help
prevent
nappy
rash



Three sizes
Suggested Retail Price:
Standard (0-5 months) 2 for 5/11.
Large (6-10 months) 2 for 7/11.
Pants (over 10 months) 2 for 8/11.
FULLY GUARANTEED

Marathon

from
**MARATHON KNITWEAR
(Nottingham) LTD.**

Peveril Works, Peveril Street,
Nottingham.
or from your usual wholesaler.

2 million other
mums use the
Marathon dryliners

**MAKE SURE YOUR STOCKS
ARE AVAILABLE**

Help babies combat nappy rash and baby's discomfort with the Marathon Dry Liner, the special one-way nappy. The Marathon dry liner fits inside baby's regular nappy, whether terry or disposable. Being non-absorbent urine passes through to the outer nappy, thus keeping baby dry and comfortable.

WRITE FOR FREE LEAFLET



In these treacherous months When colds and influenza are prevalent

An antipyretic analgesic of combined potency and safety is of inestimable value in combating the common cold, influenza and their associated pains and discomforts.

The synergistic action of ANADIN Tablets, a combination of four medically proven drugs in small but adequate amounts provides maximum therapeutic efficiency, safety and rapid relief.

ANADIN is also indicated in headaches, neuralgia, rheumatism, dysmenorrhoea and is invaluable for pain following tooth extraction.



You can confidently recommend

ANADIN

to your customers

Available:

In packs of 4, 20, 50
and 100 tablets

Formula: each tablet contains

Aspirin 325 mg, Salicylamide 65 mg,
Caffeine 14.8 mg, Quinine Sulphate 1.0 mg

INTERNATIONAL CHEMICAL CO., LTD.

Chenies Street, London, W.C.1. Telephone: 01-636 8080



Lastolita: a most popular lightweight nylon elastic stocking.

The market for lightweight foundation stockings is fiercely competitive. No one knows that better than you.

And because you know your market, you expect something really exceptional.

Well, Lastolita stockings are that something different.

They do much the same job as any other top class stockings conforming to specifications. The difference is that Lastolita look more like fashion stockings.

And that's what your customers like.

But we know that demand alone isn't enough.

So we go out of our way to give you a quick, reliable delivery service. We give you exceptional trade terms for quantities of six or more pairs.

Plus a no quibble guarantee. And we back all this with national advertising and newly designed space saving aids. For further details, have a word with your Lastonet representative, or contact the address below.

Lastolita

The good looking foundation stocking.

Lastonet Products Ltd., Redruth, Cornwall.

it would be known whether or not permission would be granted within the next two months.

The Education Committee noted that most heads of schools of pharmacy favoured a short series of tests for the assessment of dispensing by students, taken under full examination conditions. The Committee recommended that Council should accept assessment of dispensing in schools of pharmacy by (a) one examination at the end of the dispensing course taken under full examination conditions with an external examiner, or (b) a short series of tests taken under environmental examination conditions with an external examiner present at one examination and associated with the overall assessment.

The working party on drug dependence had recommended that Council should examine the possibility of the Society participating in research into the identification and monitoring of dependence producing drugs. The Committee recommended that the research awards committee be asked to bear that subject in mind when the annual awards of scholarships were considered.

Agenda for branch representatives

The following motions are being included in the agenda of the Pharmaceutical Society's Branch Representatives' meeting on May 21.

1. WEST METROPOLITAN: That Section XII, Paragraph 3 of the Society's Byelaws should be amended so that greater time should elapse between the closing date for nominations for the Council Election, and the date on which voting papers are sent to members.
2. CAMBRIDGE AND HUNTINGDON: That, in view of the special purpose for which oral contraceptive tablets are prescribed, the requirements of Rule 13 of the Poisons Rules relating to prescriptions for S4B poisons, and in particular those relating to repeat supplies, are difficult to apply and therefore require modification in relation to these preparations.
3. BURNLEY: That the British Medical Association be asked to recommend to their members that nothing on a prescription form other than the name and address of the patient should be written by anyone but the prescriber.
4. SHEFFIELD: That the Society should, in consultation with the medical profession, seek further control on the prescribing of amphetamines.
5. NORTHUMBRIA: That Council should issue instructions to pharmacists as to how to endorse prescriptions which they judge it ill-advised to dispense.
6. HASTINGS: That *The Pharmaceutical Journal* should present a more professional aspect of pharmacy to other professional bodies and to members of the public by the elimination of advertisements from the front cover.
7. MID-GLAMORGAN: That a registered pharmaceutical chemist should be responsible for controlling the storage and distribution of drugs in every hospital.

8. BRISTOL AND NORWICH: That the Pharmaceutical Society of Great Britain should take steps to prevent the opening of new pharmacies in areas which are already adequately served, with a view to establishing a planned pharmaceutical service.

9. LEEDS: That the Society should send the various reports produced by the Committee on a Planned Pharmaceutical Service to the appropriate local authorities.

10. FINCHLEY: That the Council should consider the possibility of establishing, under Section XVII of the Byelaws, a Membership Group of pharmacists employed in the pharmaceutical industry.

11. BRIGHTON AND HOVE: That in general practice, the provision of a comprehensive pharmaceutical service should of itself give adequate remuneration to the pharmacist, and that the Pharmaceutical Society should continually press, by every means at its disposal, to make the provision of such a service financially rewarding.

12. HOUNSLOW: That the Council of the Society should now review the official instructions for the conversion to the metric system of prescriptions for oral liquid medicines written in Imperial terms with a view to replacing them by simple direct weight and volume transpositions.

13. HOUNSLOW: That the Council of the Society should now bring further pressure on the Department of Health and Social Security to introduce an official multi-dose measure for use by patients for whom appropriate oral liquid medicines are dispensed under the National Health Service.

14. HOUNSLOW AND SHEFFIELD: That, as the standard 5 ml dose for liquid medicines is a handicap to the effective treatment of infant patients, the Society should press for the dispensing of 2.5 ml doses to be authorised for this section of the community.

15. LEEDS: That after every Special General Meeting of members of the Society, and following circulation of a full report of the proceedings, every member should have an opportunity of sending a postal vote on the motions discussed at the Special General Meeting to the Secretary and Registrar.

16. ROMFORD: That details of attendance of elected Members of Council at monthly Council meetings and committee meetings should be contained in an annual analysis of attendance, published prior to the despatch to members of voting papers for the Council Election.

17. FOLKESTONE, LEEDS AND NORTH STAFFORDSHIRE: That it is the opinion of this meeting that registered pharmacists should be specified in the Health and Welfare Services (Provision of Instruction) Regulations as a class of persons for whom the Secretary of State is empowered to provide financial assistance in the provision of postgraduate courses.

18. EAST METROPOLITAN: That immediate negotiations should be opened with the Department of Health and Social Security with a view to obtaining a revised form of NHS Contract broadly on the tripartite lines put forward by the North-east London Pharmaceutical Committee.

Guild council advise on eye drops in hospitals

The Council of the Guild of Public Pharmacists at a meeting in Chester on February 6 agreed to advise members that blind closures for eye drop bottles that fully complied with official recommendations were difficult to obtain and that in hospitals that had decided that opened bottles of eye drops might continue to be used for more than fourteen days pharmacists should make sure they obtained a clear mandate in writing from consultant staff concerned.

Council also agreed to make representations to the Standing Pharmaceutical Advisory Committee about difficulties arising in the implementation of HM(69)86. "Preservation of Sterility in Ophthalmic Preparations used in Hospitals."

It was decided to award the Evans Medal of 1969 to Mr E. J. Fitchett.

It was reported that a statement authorised by the Secretary of State for Social Services containing assurances designed to allay fears that Health Service employees would be adversely affected by the new state pension scheme would be distributed to members through branch secretaries.

New branch

A new branch of the Guild, the North of Scotland Branch, was established, based at Aberdeen. It was decided to make arrangements to enable professional liability insurance to be offered to associate members at a reduced rate. A Working Party was set up to consider the revision of the drug interactions chart.

It was agreed to make representations to the Association of the British Pharmaceutical Industry arising out of concern that drugs intended for clinical assessment by hospital doctors were being sent to doctors and not hospital pharmacists.

The action of the hospital pharmacists who had threatened to resign their appointments if the present salaries claim was not met in full was discussed. Possible courses of action were considered and it was decided to hold a further meeting of the Council following the special general meeting (see p 192).

Ayr Association's 25th anniversary

Youngest member of Ayr Pharmacists' Association presented the secretary, Mr A. G. Little, with premium bonds on behalf of his colleagues at a dinner to mark the Association's twenty-fifth anniversary recently.

Mr Little has been the Association's secretary for the past 17 years. Mr O. Cochrane, chairman, welcomed the guests and later gave a brief account of the Association's history.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Unisex in Dana spray range

Believing that unisex is the "in" thing at the moment and realising this potential, Dana have introduced a new, fresh spray deodorant talc in their Canoe range to fit into the current trend and be acceptable to both men and women.

The spray talc is in a 7-oz white aerosol container and is being featured together with Dana's 2-oz sprayette Cologne on a counter display stand.

Both the spray deodorant talc and sprayette Cologne will sell at a special initial offer of 19s 6d each. (Dana Perfumes Ltd, 19 Grosvenor Street, London W1).

Bath oil by Delph

Another new product from Delph is Lemon Delph bath oil (14s 4d). At the same time two other successful Delph products, Lemon Delph freshener (8s 3d), and Delph cleansing milk are being given a new look "to send impulse sales soaring." (Garsalle (UK) Ltd, Shire Hill Industrial Estate, Thaxted Road, Saffron Walden, Essex.)

Melina addition

Royal Essence moisture lotion (21s) is the latest preparation to be added to the Melina range. The preparation is a "translucent and viscous emulsion" which is said to "hold the active constituent, royal jelly, in a stable form." Pack is a cartooned bottle of 2½-oz.

(Distributors: Shee-Gwee Beauty Preparations Ltd, Cook Lubbock House, Waterside, Maidstone, Kent.)

Suntan and moisturiser

From the makers of Ambre Solaire comes Duo-Tan, in two forms, a cream in a 50-g tube (8s 9d) or a lotion in an unbreakable 115 g (14s 9d) polythene squeeze pack. "It will produce a deep, natural-looking tan with or without the sun's help, four hours after application but will give protection in the sun as well." To moisturise the skin there is a new cooling Apres Soleil in a 120 cc polythene bottle (12s 2d). (Golden Ltd, Berkeley Square House, London W1A 1BX.)



Arrid extra dry

Following a successful test market in Southern Television region during last spring and summer, Carteret Products are introducing Arrid extra dry anti-perspirant spray on a national basis in two sizes—120 g (7s 11d) and a 170 g can (9s 11d). A consumer introductory offer consisting of 1s off the smaller pack and 2s off the larger pack is to spearhead the introduction. (Carteret Products, Wear Bay Road, Folkestone, Kent.)

Diet products

Slim Disks for men

Having enjoyed considerable success with Slim Disks over the past four years Trentham Laboratories now attack another angle of the market by introducing Slim Disks for Men.

It is estimated that some 13 million men in Great Britain are overweight and their awareness of the dangers of obesity is increasing due to continuing publicity on this subject. Slim Disks for Men contain methyl cellulose and each pack contains 42 tablets (8s 6d).

The Slim Disks for Men advertising is being aimed not only at overweight men but also their wives and it is expected that the campaign will result in a considerable demand from both sexes. With the chemist's counter space problems in mind, the display outer has been designed to take up only 3 in of counter space. (Distributors E. C. De Witt & Company Ltd, Seymour Road, London E 10.)

Two new slimming products

Two new slimming products under the Trimetts label are announced by Unicliffe Ltd.

In the Trimetts range are new chocolate wafer finger biscuits, a one meal pack of seven biscuits, (2s 11d) and cheese and ham savouries, a three meal packet of savoury filled biscuits (5s).



Veterinary preparations

Antibacterial injection

Trivetin is a new antibacterial injection from Burroughs Wellcome & Co. It is for the treatment of a wide range of bacterial infections and in particular, it is especially effective against *Salmonella dublin* infection in cattle. Trivetin, for use in cattle, sheep and pigs is also claimed to be particularly valuable for resolving cases of bacterial pneumonia.

Trivetin is restricted to use by a veterinary surgeon and is presented in bottles of 100 ml (70s) containing 4 per cent w/v trimethoprim and 20 per cent sulphadoxine, equivalent to 40 mg trimethoprim and 200 mg sulphadoxine in 1 ml.

The injection should be made intramuscularly, but for pigs the usual site behind the ear is preferred. The intravenous route can be used if necessary.

Therapeutic dose rates are in the region of 15 mg/kg for cattle, sheep and pigs, achieved by giving 3 ml per 100 lb. The dose may be repeated once daily or every second day if found necessary. (Burroughs Wellcome & Co, Veterinary Sales Division, Ravens Lane, Berkhamsted, Herts.)

Sundries

Binocular range extended

Until recently only three models from the Asahi binocular range have been available in the United Kingdom, but Rank Photographic are now distributing the complete product line, fourteen models in all, ranging from 6 x 15 micro binoculars (£17 2s) to 16 x 50 glasses (£28 13s).

Asahi Pentax binoculars have jig mounted prisms to ensure correct collimation and these are assembled in sealed body housings to prevent the entry of dust or moisture. Each model (except the 6 x 15) is fitted with an interference filter.

The range comprises three micro binoculars (two with independent eyepiece focusing); seven glasses of Zeiss centre focusing type and four of Bausch design (two of these are wide angle versions). (Rank Photographic, Great West Road, Brentford, Middlesex.)

TRADE NEWS

Address of a sundries service

The sundries service of Portland House (Blackpool) Ltd is operated from 351 Edgware Road, London W2, telephone 01-402 6608-9 [corrected note].

Fly-away 'petal' wrapper

Petal soft toilet tissue, manufactured by Bowater-Scott Corporation Ltd, Bowater House, Knightsbridge, London, SW1, now has a new wrapper. A new floral design, with a fly-away petal brings the original pattern up-to-date and is designed to increase Petal's impact in a market in which it holds 12½ per cent of the total sales volume, being the second largest brand on the market after Andrex. Those two Bowater-Scott products hold over 40 per cent of the toilet tissue market.

Specially designed stack cards are available from Bowater-Scott featuring the new wrapper design for Petal two-ply, soft toilet tissue which is made in white, pink, blue and yellow.



Macarths take over Thyrodex

Macarths Ltd, Chesham House, Chesham Close, Romford, Essex RM1 4JX, have purchased from Paines & Byrnes the trademark Thyrodex and are to manufacture and supply the tablets. The formulation and specification will not be subject to change. Packs are containers of 100 and 500. The 1,000 pack will not be continued. Initially supplies will be available in a temporary pack pending the re-design of labels.

Tryptizol syrup in litre pack

Merck Sharp & Dohme Ltd, Hoddesdon, Herts, have added to their Tryptizol syrup range a pack of 1,000 ml (68s). This pack is additional to the existing 200 ml pack.

Bolex agency transferred

Johnson of Hendon Ltd, 335 Hendon Way, London NW4 have been appointed exclusive distributors of Bolex products in the United Kingdom. The agency was

formerly held by Cinex Ltd. Johnsons expect to be able to commence distribution some time in March. At the moment no repairs can be accepted.

Added to Safeseal range

The House of Woodward, Larkhall Laboratories, Putney Bridge Road, London SW15, have added to the Safeseal range of tablets the following: Imipramine 25 mg, phenylbutazone 100 mg, and digoxin 0.25 mg. The tablets are packed in printed strips of ten in unit packs of 100 tablets. Dispensing skillets are available free with all orders for ten or more packs of 100.

Combined information service

Eight baby care samples plus educational material are being included in "the new expectant mother baby box" planned by a consortium of manufacturers. Calmic, Glaxo, Maws, Robinsons, Seven Seas and Truefood have combined in this expectant mother information service. Their representatives are to issue special invitation cards for the medical profession to give to mothers expecting first babies. They will present the cards to chemists who will supply a "baby box" in return. Distribution of the invitation cards and advertising begins when chemists interested in the scheme have received the quota of "baby boxes." Details are being supplied by Maws' representatives.

Aerosol products

Midland Aerosols Ltd, Great Brick Kiln Street, Wolverhampton, invite inquiries for the contract packaging of aerosol preparations. The company is able to tackle development problems and advise on formulations.

Rhône-Poulenc range for M & B

May & Baker Ltd, Dagenham, Essex, are now marketing in the United Kingdom the range of bulk pharmaceutical chemicals manufactured by Société des Usines Chimiques Rhône-Poulenc.

Light magnesia salts

Newalls Insulation & Chemical Co Ltd, Washington, co Durham, are re-organising their chemicals division and from June 30 will cease to manufacture magnesia products involving the Pattinson and the sea-water processes. Among the products affected are the light varieties of magnesium carbonate and oxide. Heavy magnesium carbonate and oxide, each of which is produced independently of the sea-water process, will continue to be made.

New formula and pack

Ward Blenkinsop & Co Ltd, Empire Way, Wembley, Middlesex, who distribute Fellow's syrup in the UK announce that the product has been reformulated and will shortly be available in a new and more attractive pack of 200 ml. It is anticipated that the new presentation will be supplied against orders received from mid-February onwards. The company emphasises that existing stocks should not be returned, as it is intended that the transition to the new pack will be gradual.



The changing face of PLJ

PLJ, the brand leader in the pure lemon juice health drink market with total sales of almost £1½ million is being relabelled in time for the early Spring season slimming drive. Both original sharp PLJ (unsweetened) and new sweeter PLJ (sweetened with saccharin) are involved.

The product differentiation is strengthened by providing new sweeter PLJ with a strong red-coloured border on the label whilst the original sharp has a dark green border. Both varieties are still obtainable in 11½ and 25 fluid oz sizes from Beecham Products (UK) Great West Road, Brentford, Middlesex.

Information Wanted. The Editor would appreciate information on the following: Sterocept (Arrow Chemicals).

Bonus offers

E. C. De Witt & Co Ltd, Seymour Road, London E10. Slim Disks for men 15 invoiced as 12.

Macdonald of Manchester, Portland Mill, Ashton-under-Lyne, Lancashire. Household cotton wool, on every 2 dozen case 16 oz size, two free rolls. On 4 cases and over three free rolls per case. Pvc metric dispensing medicals. On 1,500 pvc and Coplastic tablet bottles (minimum 500 pvc). One case 50 300 ml pvc bottles free. On 1,000 pvc metric medicals one case 50 300 ml pvc bottles free (until February 28).

Vestric Ltd, Runcorn, Cheshire. Halex toothbrushes except children's brushes and Capri. 84 invoiced as 72, 192 invoiced as 144. Angle head denture brush, special terms apply.

PROMOTIONS

Strong backing for new FDS packs

Anticipating further rapid growth this year in the intimate deodorant market, Alberto-Culver are mounting a £60,000 promotion for FDS. Running throughout the spring, summer and autumn, it is expected to make FDS the most heavily promoted feminine deodorant in the United Kingdom.

This month new packs and prices are being introduced for both the aerosol spray and tissues. The spray is now in an attractive outer display pack designed to provide greater shelf appeal and quicker product identification. The recommended price has been reduced by 1s to 6s 11d.

The new FDS tissues pack is in a cleaner design and contains 10 tissues at a recommended price of 5s as against six for 3s 3d previously. An introductory "12 for the price of 10" offer to retailers is available on spray and tissues until the end of March.

£35,000 plus is being spent on an advertising campaign in the women's Press.



A special trial size of the spray is being produced. From April onwards advertisements in the women's magazines will invite readers to send for this trial size spray, samples of the tissues and an explanatory leaflet. This will be followed in May by extensive sampling and an on-pack special offer of free paper panties. (Alberto-Culver Co, Culver House, 44 Newington Causeway, London SE1.)

Airstrip competition aims at children

To boost trade during the first six months of 1970, Smith & Nephew are launching a consumer competition with Elastoplast Airstrip first-aid dressings. Called the "Elastoplast Airstrip great adventure competition," it is aimed at children, with 100 Raleigh bicycles and 500 Ilford cameras as prizes. The competition is open to children up to the age of 13.

Entry forms will accompany the new Elastoplast merchandiser units or can be cut from advertisements in children's "comic" papers. Each entry must be accompanied by the "directions" slip from a pack of Elastoplast Airstrip. Closing date for the competition is July 17. (Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts.)

ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Andrews liver salts: All except U, E

Askit: Sc, B, G

Beecham powders: All except E

Beechams powders + Hot Lemon: Ln, M, So, A

Buttercup syrup: Lc, Y, NE

Kilkof: Lc, Y, NE

Poli-Grip: M, Lc, Y, Sc, NE

Venos: All except E, CI

COMING EVENTS

Monday February 16

Croydon Branch, Pharmaceutical Society, Croydon medical centre, Mayday Hospital, West Croydon, at 8 pm. Mr R. S. H. Finney (senior lecturer in pharmacology, Brighton School of Pharmacy) on "Recent advances in endocrinology."

Doncaster Branch, Pharmaceutical Society, Room C 22, Doncaster College of Technology, at 7.30 pm. Mr F. G. Fox on "Merchandising."

Enfield Chemists' Association, Postgraduate medical centre, Chase Farm Hospital, Enfield, at 7.45 pm. Mr G. H. MacDonald on "Further aspects of veterinary pharmacy."

Retail Alliance, Royal Stuart Hotel, Glasgow, at 7.30 pm. Decimalisation meeting.

Tuesday February 17

Ayrshire Branch, Pharmaceutical Society, Savoy Park Hotel, Ayr, at 7.30 pm. Talk by Mr D. F. Lewis (secretary and registrar of the Society).

Coventry and Warwickshire Branch, Pharmaceutical Society, Postgraduate medical centre, Coventry, at 8 pm. Mr J. W. Hadgraft (chief pharmacist, Royal Free Hospital, London) on "Pharmaceutical aspects of dermatology."

Durham County Branch, Pharmaceutical Society, Three Tuns Hotel, Durham, at 8 pm. Talk by Mr T. B. Heightley (superintendent, No. 1 Prescription Pricing Bureau, Durham).

Harrow Branch, Pharmaceutical Society, Harrow College of Technology and Art, Northwick Park, Harrow, at 8 pm. Dr A. Breckenridge on "Drugs affecting metabolism."

Ipswich and Suffolk Branch, Pharmaceutical Society, Postgraduate medical centre, Ipswich and East Suffolk Hospital, at 7.45 pm. Dr J. P. Hughes on "Some new drugs in heart disease."

North Staffordshire Branch, Pharmaceutical Society, North Staffordshire Medical Institute, Hartshill, Stoke-on-Trent, at 7.45 pm. Talk by Mr C. C. B. Stevens (council member).

Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8 pm. Mr E. Denerley (formerly area inspector for the Pharmaceutical Society) on "Experiences of an inspector."

Sunderland Branch, Pharmaceutical Society, Rosedene Hotel, Queen Alexandra Road, Sunderland, at 8pm. Informal dinner.

Tees-side Branch, Pharmaceutical Society, Corporation Hotel, Middlesbrough, at 7.45 pm. A chartered accountant on "Taxation of business profits."

Wembley, West Middlesex and Hounslow Branches, Pharmaceutical Society, Terry's Reception Hall, 763 Harrow Road, Sudbury, Wembley, at 7.30 pm. Annual joint meeting. Mr W. M. Darling (vice-president of the Society) on "Pharmacy in the 1970's."

West Hertfordshire Branch, Pharmaceutical Society, St. James' Parish Hall, High Street, Bushey, at 8.15 pm. Dr A. G. R. Anderson on "Signposts to danger" (second of two lectures).

West Kent Branch, Pharmaceutical Society, Bull's Head Hotel, Chislehurst, Kent, at 8 pm. Mr F. Kilburn on "Pharmacy—here and there."

Wednesday February 18

Ayrshire Branch, Pharmaceutical Society, Ayr Technical College, Dam Park, Ayr, at 7.45 pm. Dr T. Cochrane on "Dermatology" (lecture course).

Dundee and Eastern Scottish, Fife, Stirling and Central Scottish Branches, Pharmaceutical Society, Salutation Hotel, Perth, at 7 pm. Speaker, Mr D. F. Lewis (secretary and registrar of the Society).

Peterborough Branch, Pharmaceutical Society, Angel Hotel, Bridge Street, Peterborough, at 8 pm. Annual meeting. Dr H. R. M. Johnson on "Poisoning—accident, suicide or murder?"

University of London, Kings College faculty of engineering, at 5.30 pm. Dr D. H. Cheng on "Recent developments in the mechanics of granular materials" (lecture course).

West Cumberland Branch, Pharmaceutical Society, Apple Tree Hotel, Main Street, Cockermouth, at 7.45 pm. Mr J. Vickers on "Forensic pharmacy."

Thursday February 19

Birkenhead Branch, Pharmaceutical Society, Nelson Hotel, Grove Road, Wallasey, at 8 pm. Photographic evening.

Bristol Branches, Pharmaceutical Society and Pharmaceutical Union, Royal Hotel, College Green, Bristol, at 7.30 pm. Mr G. T. M. David (chairman, Central NHS (Chemist Contractors) Committee) on "The NHS contract."

Epsom and Sutton Branches, Pharmaceutical Society and National Pharmaceutical Union, St Helier Hospital, Carshalton, at 8 pm. Mr N. Herdman on "Pleasure, profit and prestige in pharmacy."

Isle of Thanet Branch, Pharmaceutical Society, Endcliffe Hotel, Cliftonville, at 7.45 pm. Lt.-Col C. Farthing on "Siberia, 1918—the Russian revolution."

Leeds Branch, National Pharmaceutical Union, Golden Lion Hotel, Leeds, at 8 pm. Mr B. M. Rusling on "Whither pharmacy?"

Retail Alliance, The Music Hall, Shrewsbury, at 7.30 pm. Decimalisation meeting.

Friday February 20

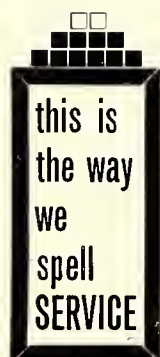
Fine Chemicals Group, Society of Chemical Industry, 14 Belgrave Square, London, SW 1, at 6.30 pm. Dr L. H. Sternbach on "The chemistry and biological activity of 1,4-benzodiazepines."

Nottingham Branch, Pharmaceutical Society, Portland Building, Nottingham University, 7.15 pm. Annual dinner and dance.

Advance information

Micro 70 (International exhibition and symposium on microscopy), Imperial College, Exhibition Road, London, SW 7, September 14-18. Details from the Royal Microscopical Society, 393 Cowley Road, Oxford OX4 2BS.

Square Association and Students' Union, School of Pharmacy, University of London, Cafe Royal, Regent Street, London W1, March 6, at 7.30 pm. Tickets (price £3 3s. each) are available from Mr R. J. Pinney, c/o School of Pharmacy, Brunswick Square, London WC2.



Speedy
Efficient
Reliable
Versatile
Individual
Customer orientated
Expert attention
to all your aerosol
manufacture problems

TRY US AND SEE !

('PHONE WOLVERHAMPTON 25657/8)

MIDLAND AEROSOLS LTD., Great Brickkiln Street, Wolverhampton



The Athlone Press
UNIVERSITY OF LONDON

Practical Pharmaceutical Chemistry

Second Edition — Part Two

A. H. BECKETT and J. B. STENLAKE

This volume is less closely linked than Part I to the British Pharmacopoeia and is concerned with physical methods of analysis; it is suitable for more advanced courses where other standard works of reference are used. Its contents include chapters on particle size analysis, chromatography, nuclear magnetic resonance spectroscopy, mass spectrometry, and radiochemical techniques, all of which are new topics included in the work for the first time, while the chapters on fluorimetry and infrared spectrophotometry have been greatly extended from the first edition.

0 485 11100 4

90s

Part I of this revised edition, which was published last year, is closely linked to the requirements of the British Pharmacopoeia and deals with the more elementary parts of the syllabus.

0 485 11096 2

55s

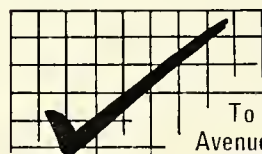


Our **sales** stand means just that. Sales.

If you haven't already got one — *now* is the time to ask 'Why not'. And the time to ask yourself if you're stocking enough Aronde cosmetics and toiletries to meet the demand! There's a wide wonderful range that will push your sales (and profits!) sky high. A range that's used by the top salons and top models. They can't be wrong. But they still watch 'value for money' . . . they know that although Aronde is *not* expensive, it's as good as many of its *expensive* counterparts. That means more customers! That means more sales. Which is what we said at the beginning!

aronde

If you want to know more about Aronde and *your* success story — just post this coupon for one Aronde representative and one *free* Aronde sales stand!



Please send my local Aronde representative without obligation.

To Aronde Laboratories Ltd., Sherbourne Avenue, Ryde, Isle of Wight. Tel: Ryde 3761

Name

Address

CD/14/2/G

MARKET NEWS

Lower prices for mercurials

London, February 11: Lower schedules for mercurials were announced during the week in sympathy with the reduced rates for the metal. Vitamin E was also reduced by about 18s kg but riboflavine rose by 3s kg.

The "free" market for bismuth metal has weakened appreciably. Among crude drugs gum benzoin rose by 40s per cwt and Nigerian split ginger by 15s. Dearer per lb were Costa Rican ipecacuanha by 1s 6d, cherry bark by one penny and ergot by sixpence.

Podophyllum was also lower on the spot following an easier tendency at origin. Chinese menthol came on offer again after an absence of several weeks. An afloat parcel of Chinese liquorice root was also quoted.

New crop Indian celery seed was offered at 550s cwt cif for July-August against 655s last week.

The market for Sicilian lemon oil is firm. Apparently there has been an unprecedented demand for the fresh fruit with large orders from Russia and elsewhere. Grades normally used for oil production have been sold in the fruit market leaving little for the oil producers. Among other essential oils citronella was easier but lemongrass was marked up by 4s kg.

Pharmaceutical chemicals

Aloin: 50-kg 118s kg.
Aluminium chloride: Pure 6s 5d per kg in 50-kg kegs.
Bemegride: BPC £16 kg.
Mercurochrome: 145s. per kg.
Mercury salts: Per kg in 50-kg lots and over: ammoniated powder 154s; perchloride 132s; subchloride 158s; oxides, yellow 164s; and red 170s; iodide (5-kg lots), 126s.
Methyl salicylate: 250-kg 8s 5½d kg.
Neomycin sulphate: BP 5-kg 550s. kg sterile and non-sterile.
Paracetamol: 250-kg 25s. kg.
Paraffins (In 6-drum lots, per ton) Liquid BP £114 7s 6d; light, £96 5s. Technical white oils; heavy, £101 5s; light £87 15s. Drums charged and returnable. Soft; white £110-£131 tons and yellow, £79-£107 5s. All in non-returnable drums delivered
Phenitone: 25-kg lots 75s 3d kg.
Phenazone: 1-cwt lots 9s 6d per lb.
Phenobarbitone: 50-kg lots 66s per kg; sodium 76s.
Phenolphthalein: 250-kg lots 18s 9d kg.
Physostigmine: (100-g lots per kg); salicylate 13, 733s 6d; sulphate 17,574s 6d.
Vitamin E: (kg) 250s for 1-9 kg; 10-100 kg 244s. 25 per cent dry powder 10-100 kg 97s.
Zinc chloride: BPC 1959 sticks 23s 4d per kg, granular £120 metric ton.
Zinc peroxide: 1-cwt lots of BP 1953, 5s 3d per lb.
Zinc sulphate: monohydrate £54 metric ton; heptahydrate £35.

Crude drugs*

Aconite: *Napellus*: 12s lb, cif.
Agar: Kobe No. 1, 18s 6d lb, cif; European 16s.
Aloes: (cwt) Cape primes 305s. Curacao nominal
Balsams: (Per lb) Canada: 33s 6d. Copaiba: 10s 6d spot. Peru: 14s 3d spot; 14s, cif. Tolu: BP 14s, genuine as imported 41s 6d cif.
Belladonna: Leaves 3s 5d lb spot, 3s 3d, cif; herb. 1s 11d spot, 1s 10d, cif; root 1s 10d spot; 1s 9d, cif
Benzoin: Spot £36 to £47 per cwt.
Buchu: Spot 24s 6d lb; shipment 23s 6d, cif.
Calumba: Spot 140s cwt; 130s, cif.
Camphor: BP powder 32s 6d kg, cif.

Cardamoms: Guatemalan greens 44s. lb duly paid
Prime Alleppy seed 50s, cif.
Cascara: 400s cwt, shipment 390s, cif.
Cassia: *Lignes*, broken 465s, cwt duly paid.
Cherry bark: Thin natural 3s spot and cif.
Chillies: Mombasa 270s cwt; 230s, cif.
Cinnamon: Seychelles bark 300. cwt spot; 260s cif.
Ceylon quills (cif) four O's 6s 10½d lb, quillings 4s 10½d.
Cloves: Zanzibar standard 15s 11d lb, cif.
Cochineal: (Per lb). Canary Isles prices nominal.
Peruvian: 38s 6d lb.
Cocillana: Bark 3s 10d lb spot.
Peruvian silver grey 36s 6d, spot; 35s, cif.
Colocynth pulp: Spot 4s 6d lb; 4s 3d, cif.
Cubebs: Spot quoted at 285s cwt.
Dandelion: Root 5s 1b spot; 4s 9d, cif.
Ergot: (lb) Spanish 10s 6d; 10s, cif.
Gentian: Spot 425s; 410s cwt, cif.
Ginger: (cwt) Nigerian peeled 700s, split 515s; Cochinchina 660s, cif. No offers of Jamaican.
Gums: (Per cwt) *Acacia:* Kordofan cleaned sorts 265s spot; 255s, cif. *Karaya:* No. 2 f.a.q. 440s; 420s, cif. *Tragacanth:* No. 1 spot £300, No. 2 £275.
Honey: (Per cwt ex store). Australian Ighmai ber 150s, medium amber 142s 6d, Argentinian 145s, Canadian 220s, Mexican 150s, Chinese 132s 6d.
Hydrastis: 31s lb spot; 30s, cif.
Hyoscyamus: *Niger* 2s 5d lb Feb delivery.
Ipecacuanha: (per lb)—Costa Rican 63s spot; 61s, cif.
Jalap: Brazilian 2s 3d lb spot; 1s 11d, cif. Mexican (15%) 7s 9d, cif.
Kola nuts: Halves spot nominal; 8d, cif.
Nanolin: (1-ton lots) Anhydrous BP 5s 5d to 6s 0½d kg as to grade, delivered. Cosmetic grade 6s 5d.
Lemon peel: Spot and cif. 2s 9d lb nominal.
Liquorice: (cwt) Chinese root afloat 85s, cif. Anatolian block 290s, nominal; spray-dried powder 3s 9d lb delivered.
Lobelia: (lb) Dutch, 4s 6d, spot, 4s 3d, cif; American 13s, cif; 13s spot.
Lycopodium: Indian 65s. lb spot.
Mace: Grenada pale blade 9s 1d, cif.
Menthol: (lb) Chinese 57s 6d ex Continent, 55s 6d, cif; Brazilian 31s spot; 30s 6d, cif.
Mercury: Spot £212 per flask of 76 lb.
Nutmegs: (Per lb, cif). Grenada 80's 6s 4d; defectives 4s 9d. East Indian 80's 6s 4d; 110's 5s 8d; b.w.p. 4s 9d.
Nux Vomica: Ceylon 85s. cwt, cif.
Orris root: Up to 600s per cwt cf. and
Pepper: Sarawak white 4s 10d lb. spot, black 3s 6d.
Pimento: 770s cwt, cif. delivered weights.
Podophyllum: *Emodi* 375s cwt spot; 330s, cif.
Quillaia: Spot 370s cwt; 335s, cif.
Rhubarb: 10s to 25s lb at so grade.
Saffron: Mancha superior 575s per lb.
Sarsaparilla: Spot 5s 9d lb, shipment 5s 4d, cif.
Seeds: (Per cwt) *Anise:* Chinese star 175s. Spanish green 255s both duly paid. *Caraway:* Dutch 175s. *Celery:* Spot not offered; Indian new crop July-August shipment 550s, cif. *Coriander:* Moroccan 97s 6d. *Cumin:* Chinese 165s; Iranian 175s. *Dill:* Chinese 125s; Shipment 92s 6d, cif (50-kg). *Fennel:* Chinese 115s duly paid, 92s 6d, cif. (50-kg). *Fenugreek:* Moroccan 75s and 58s, cif. *Mustard:* English 50s-95s, as to quality.
Valerian root: Indian 300s spot; 290s, cif. Continental 360s; 340s, cif.
Senna: (lb) Tinevelly; No. 3 f.a.q. leaves 1s 4d; pods; hand picked 2s 2d; manufacturing 1s 8d. Alexandria hand-picked pods scarce at 7s to 9s; manufacturing 2s 3d.
Senega: Canadian 27s 6d; shipment 27s, cif. lb; Japanese 20s in bond; 18s, cif.
Strophanthus: Kombe 50s lb spot; 45s, cif.
Styrax: Spot and cif, 21s 6d lb.
Tonquin beans: Para 7s 3d lb spot, 6s 9d, cif.
Turmeric: Madras finger 380s spot; shipment (March-April) 270s, cif.
Waxes: (cwt) *Bees'* Dar es Salaam shipment 785s nominal, cif. *Candelilla* 550s spot, 540s, cif. *Carnauba* fatty-grey 350s spot; prime yellow 500s. *Witch hazel* leaves: 5s lb spot; 4s 10d, cif.

Essential and expressed oils*

Citronella: Ceylon 7s per lb spot; 6s 6d, cif. Chinese 7s 4½d in bond; 7s 5d, cif.
Juniper berry: English 250s lb; imported from 30s.
Lavandin: French 30-32% 24s lb.
Lavender: French 40-42% 50s lb.
Lavender spike: Spanish 24s 6d lb.
Lemon: Spot 35-55s lb; Sicilian new crop dearer at from 70s, c and f, as to quality.
Lemongrass: Spot 72s kg; 68s, cif.
Spearmint: American 52s lb; 34-35s, cif. Chinese spot 61s 6d per kg; shipment 59s, cif.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration
 'Trade Marks Journal' January 21
 No. 4769

Yardley Liptints, 927,586, by Yardley & Co Ltd, London W 1. For cosmetics for colouring the lips (3)

Rem, 932,018, by Croda International Ltd, Goole, Yorks. For soaps; detergents (not for use in industrial or manufacturing processes) (3)
 (device), B934,657, by Pharmachim, Sofia, Bulgaria. For non-medicated toilet preparations, cosmetic preparations, preparations for the hair, depilatory preparations, perfumes, floral substances for use as perfume bases, extracts of flowers (perfumery), cosmetic essences, soaps, essential oils, eau de Cologne, dentifrices, talcum powder for toilet use; sachets for use in waving the hair and toilet articles (3)

Mad Whirl, 937,449, **Secret Love**, 937,457, by Studio Cosmetics Ltd, Havant, Hants, **Lumium**, 939,681, by British-American Tobacco Co Ltd, London SW 1. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

Dap, B942,214, by Dap Inc, Dayton, Ohio, USA. For hand cleaning preparations incorporating non-medicated preparations for the care of the skin (3)
Yardley Flower Bath, 935,897, by Yardley & Co Ltd, London W 1. For non-medicated toilet preparations for the bath (3)

Babygro Brand (device), B922,462, by Babygro Ltd, London W 1. For infants' foods (5)

Prinsel, 924,107, by Organon Laboratories Ltd, Morden, Surrey. For pharmaceutical preparations for incorporation in preparations for the hair, cosmetics and in toilet preparations; medicated preparations for the treatment of the scalp and of the skin; anti-dandruff preparations; deodorants, anti-perspirants (5)

Cumanil, 933,263, by CIBA Ltd, Basle, Switzerland. For chemical preparations for killing weeds and destroying vermin (5)

Orgaluton, 934,629, by Organon Laboratories Ltd, Morden, Surrey. For medicines and pharmaceutical preparations for human and veterinary use (5)

Modobil, 935,123, by Dr Madaus & Co, Cologne-Merheim, Germany. For pharmaceutical, veterinary and sanitary preparations and substances (5)

Panclar, 935,951, by Soc. Francaise de Recherches Biochimiques, Paris, France. For pharmaceutical and veterinary preparations and substances; products for hygiene; dietetic products; plasters and dressings, all for medical and surgical purposes; and disinfectants (5)

Mad Whirl, 937,450, **Secret Love**, 937,458, by Studio Cosmetics Ltd, Havant, Hants. For deodorants (5)

Lumium, 939,682, by British-American Tobacco Co Ltd, London SW 1. For deodorants, medicated creams and medicated lotions (5)

Statolac, 940,616, by Astra-Ewos AB, Södertälje, Sweden. For pharmaceutical preparations for veterinary use for the treatment of gastro-intestinal disorders followed by diarrhoea; prophylactic preparations for use as additives for animal food-stuffs; all containing milk or milk derivatives (5)

Iromin, 940,809, by Nu-Organic Remedies Ltd, London SW 1. For pharmaceutical and medicinal preparations, all in tablet form (5)

Mileco, B941,018, by Eustace Miles Foods Co Ltd, Colnbrook, Bucks. For dietetic foods (5)

Wellcotest, 943,640, by Wellcome Foundation Ltd, London NW 1. For pharmaceutical preparations for use in diagnostic tests (5)

Vecozystin, 944,865, by Multiforsa Ltd, Zug, Switzerland. For veterinary products (5)

Pregnavite-Forte, 945,541, by Vitamins Ltd, London W 6. For pharmaceutical, veterinary and sanitary substances (5)

Ektaprint, 938,846, by Kodak Ltd, London WC 2. For photographic, cinematographic and optical apparatus and instruments, and parts and fittings (9)

Kididri, B942,634, by Kididri Ltd, Stockport, Ches. For babies' disposable napkins made principally of paper or wood pulp (16)

André Philippe

ANDRÉ PHILIPPE LTD., 71-71B GOWAN AVENUE, FULHAM, LONDON SW6

Tel: 736 2194/2397

Methanol

JAMES BURROUGH LTD. Vauxhall St. London SE11

TURNTABLES



GDT3
£9.0.0.

GDT4 85/-

WRITE FOR LEAFLET

WHITMARLEY

IVY ROAD BIRMINGHAM 30

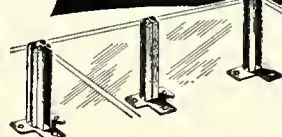
DEMISTERS



PEGBOARD FITTINGS



DIVIDING PILLARS



FULLY-FASHIONED BABY PANTS

Packed in eye-catching cellophane-pack or colourful display-box. Elastic or taped legs. White, Pink, blue, yellow. Small, medium, large, extra-large. Samples and price-List. QUANTITY QUOTATIONS. (Mfr'd. by)

A. & H. HEYMAN • HORNDAL AVENUE
AYCLIFFE INDUSTRIAL ESTATE, Co. DURHAM

Tel: Aycliffe
3307

BIGGER PROFITS FOR YOU

FANCY GOODS
DOMESTIC REQUISITES

on a **CASH** and **CARRY** basis

OPEN

Monday to Friday
8 am — 6.30 pm

Sunday
9 am — 1 pm

PHONE

01-674 4348/1242

TERENCE C. HAYCRAFT
124a LYHAM ROAD, LONDON, SW2

Cotton Wool

The neatest ideas come from

ILLINGWORTHS

Pleated Hospital Quality

A higher grade of cotton wool smartly and conveniently packed in polythene. Various sizes from the popular 2 oz. upwards. In one dozen units, very suitable for cash and carry.

Boblets, White or Coloured

Pretty, practical, attractively packaged. 50 (1½ oz) or 100 (3½ oz) per polythene pack. Keenly competitive prices. Small orders welcomed.

E. Illingworth & Co (Bradford) Limited

Shelf Mills, Shelf. Nr. Halifax. Telephone: Bradford 676261
Grams, Cables and Telex: 51632



CLASSIFIED**TEL: 01-240 0855****SITUATIONS VACANT****INSPECTING PHARMACISTS (STORES)**

Required by the Government of Sierra Leone on contract for one tour of eighteen months in the first instance. Commencing salary according to experience in scale Le. 1,452 rising to Le. 2,732 plus inducement allowance of between £240 and £300 a year. A Leone is equivalent to 10 shillings sterling. Gratuity of 15 per cent is payable. Government quarters available at moderate rental. Free Passages. Education allowance. Liberal leave.

Candidates under 55 years of age must possess pharmacy qualifications registerable in the United Kingdom plus at least five years practical experience. A knowledge of storekeeping and accounts will be an advantage. The officer will be responsible for the preparation of indents and the distribution of drugs, dressings, equipment etc, to the various medical institutions in the territory. He will be required to assist in drawing up and carrying out from time to time of measures to control the importation of drugs and the control of dangerous drugs.

Apply to CROWN AGENTS, 'M' Division, 4 Millbank, London, SW 1, for application form and further particulars stating name, age, brief details of qualifications and experience and quoting reference number M3E/691244/CCH.

PRODUCTION PHARMACIST

A qualified pharmacist with experience in the manufacture of proprietary medicines and tablets is required by a British Public Company for one of their factories in West Africa. Applicants with a knowledge of basic cosmetology would have an added advantage.

Duties will include formula development, quality control and production supervision.

To those seeking a career in a fast expanding market this appointment offers scope for initiative and responsibility in a growing organisation. It also offers good emoluments, free furnished accommodation and generous paid holidays. Box No. 1581.

**CHEMIST
OPTICIANS**

WANTING A SECURE
AND
INTERESTING POST
WITH
REGULAR HOURS
PENSION AND LIFE
ASSURANCE SCHEME
ARE INVITED
TO WRITE TO:
BOX NO. 1566

ASSISTANT PHARMACIST

required for large private business in Essex coastal town, to act as No. 2 pharmacist and to supervise dispensary and drug counter, while professional colleague acts as general manager of this and other pharmacies. Salary £26 per week, with the possibility of accommodation.

Box 1574

MILLS CHEMISTS

have vacancies for Branch Manager at Midsomer Norton and a new pharmacy at Trowbridge.

These positions offer excellent salary and conditions within a progressive company.

We also have a vacancy for permanent relief Pharmacists willing to travel. Ideal for young Pharmacist wanting experience leading to managerial position.

Write now for further details to:— Superintendent, 25/33 Cater Road, Bristol, BS13 7UD.

PRODUCTION PHARMACIST

A pharmacist is required for the manufacture and control of quality of a range of pharmaceutical and allied products for the home and export markets. Some experience of the filling and packaging of these products is desirable. The Company belongs to the Reckitt & Colman Group and the position offered presents a good opportunity to a suitably qualified man. Preferred age 28 to 40. Applications should be addressed to:

**The Chairman,
Roberts' Croupline Ltd.,
Burnden Works,
Manchester Road,
BOLTON.**

WESTON - SUPER - MARE.

Lady or gentleman required to manage well-run pharmacy with efficient staff. Genuine interest and congenial disposition more important than experience. Five-day week, three weeks annual holiday.

Callow Chemists, 53 Moorland Road, Weston-Super-Mare, Somerset.

Please mention C & D when replying to advertisements.

CLASSIFIED

TEL: 01-240 0855

SITUATIONS VACANT

PHARMACIST AND MEDICAL STOREKEEPER

Required by the Government of the BRITISH SOLOMON ISLANDS PROTECTORATE, on contract for two tours, each of two years duration, in the first instance. Commencing salary according to experience in scale \$A1944 rising to \$A3408 plus an inducement allowance of between £Stg.624-£Stg.968 per annum. A\$=9s 4d. sterling approx. Gratuity 25% of total salary drawn. Free passages; liberal leave; quarters available at moderate rental; education allowances.

Candidates, preferably under 40, must be members of the Pharmaceutical Society of Great Britain and have at least two years post qualification experience. The officer will be required to administer the importation of drugs and medical supplies for all Government Hospitals and local authority clinics; to advise the Director of Medical Services on the various drugs and medical supplies; to superintend the Central Hospital Pharmacy; to assist the Accountant with financial side of various medical department activities and to arrange for the posting and in-service training of dispensary attendants.

Apply to CROWN AGENTS, 'M' Division, 4 Millbank, London, S.W.1, for application form and further particulars stating name, age, brief details of qualifications and experience and quoting reference number M3E/700172/CD.

AGENTS

Have you a product you wish to sell to the Chemist trade in Scotland? Experienced Agent would like to hear from companies with good lines and who require efficient representation in the above territory. Box No. 1577.

Perfumery/Toiletries

Agent selling exclusive franchise lines to top outlets Northern England wishes to act for supplier of Stratton Compacts, Quality Perfume Sprays and Expensive Perfumery Gift Lines.

Box No. 1582

AGENT, previously acting as representative with cosmetic house and patent medicines manufacturer, seeks to carry additional lines in South London, Kent, and Surrey. Established connections with chemists, drug stores, departmental stores and some hairdressers.

Please telephone 01-693 5732.

TOILETRY AND COSMETIC COMPANY

requires well connected agents calling on chemists and department stores for the following territories:

1. London South, Surrey, Sussex.
2. Leics., Notts., Staffs.
3. Lancs., Yorks., Cheshire.
4. South Wales.

Generous commission and full support. Please write full details, with telephone number, which will be treated in strict confidence to Box No. 1579.

Mr Phillip C. Russell, MPS, member of British Agents Register, Australian with local contacts, is to make a trip to Sydney from March 1st for six weeks and will be able to undertake commissions on behalf of U.K. pharmaceutical and photographic firms interested in this market. Please telephone Chepstow 3403 or write c/o The Beaufort Pharmacy, Beaufort Square, Chepstow.

BUSINESS WANTED

BIRMINGHAM AREA OR NEAR

Two first class applicants for Pharmacies with takings exceeding £20,000 p.a., confidential negotiations, usual commission.

Raines & Co., F.I.B.A., Fountain Court, Steelhouse Lane, Birmingham 4. Tel. 021-236 6884-5-6

CARDINELLI

require experienced Reps for all areas to carry their range of eyelashes. Good basic, commission. Car supplied.

Apply in Writing:
339 Green Lanes,
Haringey N.4

TRADE SERVICES

CAPSULES

We have surplus capacity to dry-fill hard two piece gelatin capsules. For details write Box No. 1571.

CLASSIFIED**TEL: 01-240 0855**

AURUM AMBROSIUM

is recommended for the treatment of

RHEUMATISM and allied conditions

by

MISS BARBARA CARTLAND, famous TV Personality,
Authoress, Authority on Health Foods and writer in *Here's Health*.

7/6—7 days size; 14/-—2 weeks size; £1—3 weeks plus size.

also **SNIG OIL** Lubricant Massage 1 fl. oz. 2/-; 2 fl. oz. 3/6; 4 fl. oz. 6/-.

BIO AMBROSIUM The Strong Tonic/Stimulant 5/-; 10/-; 15/-.

Chemists and Druggists are required in All areas of U.K. to service and supply **POSTAL ENQUIRIES** through adverts in *The Sun*, *Daily Mail*, *Express* and *News of the World*.

ENQUIRIES PASSED ON TO CHEMISTS.

Enquiries to:- **AURUM AMBROSIUM LTD.**, 7 MILBOURNE STREET, BLACKPOOL. Telephone: 22117

BUSINESS FOR SALE

ORRIDGE AND CO.,
DACRE HOUSE,
DACRE STREET,
VICTORIA STREET,
LONDON SW 1.

Tel.: 01-799 6433 (5 lines)

KENT. Coastal Resort. High class business in multiple position close to sea. Turnover £20,000. Good gross profit. NHS approx. 7,000 items p.a. Some private dispensing. High class agencies. Large double-fronted shop. Four bedroom living accommodation above. One small sublet. Approx. 8 year lease to run. Present rental £550 p.a. Sublet producing about £150 p.a. Price £2,250 + s.a.v. Part payment considered.

KENT. Family business situated on main road. Increasing turnover approx. £23,000. Good net profit. NHS approx. 1,600 items p.m. Well fitted shop and ample storage space. Attractive two bedroom living accommodation with garden. New lease available, at £550 p.a. or property for sale. Price £2,500 o.n.o. + s.a.v. or £10,000 inclusive of property and stock. Sole agents.

GILLINGHAM, Kent. Death vacancy. Old established main road business with ample scope. Increasing turnover £15,000+. Good net profit. NHS approx. £5,000 p.a. Adequate fixtures with ample storage. Room for development. No local opposition. New lease available £550 p.a. or property for sale at £6,500 o.n.o. Price £1,000 + s.a.v. (approx. £2,400).

PORT TALBOT (liquidation). Pharmacy turnover about £25,000 p.a. Heavy panel. Stock £1,500. Lease. Total purchase price about £2,000. Sole agents. Apply Swansea.

EASTBOURNE, Sussex. Death vacancy. Pharmacy situated close to sea. Heavy seasonal trade. Audited accounts. 1969 turnover £21,713. Good gross profits. Scope. Business under management. Good agencies. Beautifully refitted lock-up shop. Rent £600 p.a. No opposition. Price £2,500 + s.a.v. Part payment considered. Sole agents.

GETTING MARRIED

at sell quickly small pharmacy in
st London. Dispensing and cash.
t newly qualified. Lease, f & f
500.

Write Box No. 1578

TRADE SERVICES

TAILORING: Mr. Alex Salisbury,
well-known West End Tailor, visits
busy chemists for hand made suit
orders, or at Savile Row, London
W 1 Phone: 607-1945. Speedy Ser-
vice; Reasonable cost.

Two branches of well-
known South London
Chemists available for dis-
posal owing to death of pro-
prietor. Premier positions
excellent going concerns.

Bernard Phillips & Co,
76 New Cavendish Street,
London W 1
tel. 01-580 0784.

MISCELLANEOUS

SELF SERVICE DISCOUNT HOUSE

5/- IN £ CARPETS
4/- IN £ FURNITURE & BEDS

off makers rec. retail price
SEND FOR FREE SELF SERVICE LIST
John Evans House, Russell Parade,
Golders Green Road, London, N.W.11.
Tel: 01-455 9774/9

FOR SALE

RUBBER STAMPS

Rubber stamps are an in-
valuable aid to busy people.
We are able to make these
at **extremely competitive**
prices and simple stamps
can be made **by return**.
Please send for our price
list and details to the

Printing Department,
A. BROWN & SONS LTD.,
Perth Street West,
Hull.

AUTOPACK FILLING MACHINE

for pharmaceutical powders in
quantities from 4 mg. to 5 g.
New 1959. Excellent condition.
Fuller details from Box No. 1580.

CIGARS AND WHIFFS, up to 30%
saving! Top brand discount service.
Write for list and free voucher.
CIGAR PLAN, CD5, Havana House,
Birmingham 20.

CLASSIFIED**TEL: 01-240 0855****HOSPITAL APPOINTMENTS****BARNET GENERAL HOSPITAL**

Wellhouse Lane, Barnet, Herts

Senior Pharmacist required in Group Pharmacy of Category V hospital. Whitley Council salary, plus London Weighting. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

GROUP PHARMACY**SENIOR PHARMACIST**

required

This is a Group post with duties at Barking Hospital, Upney Lane, Barking, Essex and King George Hospital. Whitley Council salary and conditions of service. Apply to **Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex**

SHENLEY HOSPITAL

NR. ST. ALBANS, HERTS.

Part time Pharmacy Technician I or II required 18 hours per week.

Pharmacy Technician I — 10/5d per hour.

Pharmacy Technician II — 8/11d per hour.

The hospital is situated in rural surroundings but is within easy reach of London.

Applications with names of two referees to the Chief Pharmacist, Shenley Hospital, Nr. St. Albans, Herts. (Radlett 5631 Ext. 253).

TENDERS**LANCASHIRE COUNTY COUNCIL**

Tenders are invited for the supply of Chiropody Dressings, Felts etc, for the period 1st April, 1970 to 14th February, 1971.

Forms of tender from the County Medical Officer of Health, Room 128, East Cliff County Offices, Preston. PR1 3JN.

The closing date for receipt of tenders is Monday, 9th March, 1970.

LOCUM PHARMACIST

required

immediately. Accommodation available if required. Salary £30 3s 0d per week. Applications naming two referees to:

Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London W.C.1.

BARNET GENERAL HOSPITAL,
Wellhouse Lane, Barnet, Herts.

Pharmacy Technician I

required for modern Group Pharmacy. Whitley Council salary. Apply to Group Pharmacist.

Royal Infirmary of Edinburgh PHARMACISTS

1. Basic Grade providing excellent experience in all aspects of Hospital pharmaceutical work.
 2. Basic Grade for duties including investigation of ward pharmacy procedures.
- Modern well equipped pharmacy in Category V Teaching hospital (1,350 beds). Staff are encouraged to engage in research and development. Salary according to previous professional experience within the scale £1,152 to £1,448, plus qualification allowance and additional pay for evening clinics and weekend duties. Apply Personnel Officer.

SHOPS TO LET**OPPORTUNITY KNOCKS**

for dispensing chemists. Modern lock-up shop 40ft deep, 23ft 6ins wide, plus office. Situated Wilts. market town, opposite doctors' surgery (six doctors) and close to main works of town. Lease 10 years from April at £416 p.a. Price asked for lease £3,400 (no stock). Possible loan. Replies to Box No. 1588.

Hertford County Hospital
Hertford, Herts.

SENIOR PHARMACIST
(Category III)

Applications invited for the above post. Full-time or part-time. Department responsible for purchase and issue of drugs, dressings, surgical instruments etc. for above and two smaller hospitals.

Whitley Council conditions and salary.

Apply to Hospital Secretary, giving details of age, qualifications, and experience, and names of two referees.

ILFORD AND DISTRICT HMC**Deputy Chief Pharmacy Technician**

required.

Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

BARROW HOSPITAL
BARROW GURNEY,
NEAR BRISTOL

Pharmacy Technician

Post suitable for experienced person or alternatively an opportunity will be provided for training a suitable inexperienced person. Accommodation available for a single person if required. Transport provided from City Centre. Applications to the Hospital Secretary giving details of age, experience and the names of two referees.

GROUP PHARMACY**PHARMACY TECHNICIANS I & II**

required

Experience essential. Part-time considered. Duties principally at King George Hospital but may be required to work at other Hospitals in the Group. Applications to the **Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford.**

Royal Infirmary of Edinburgh**SENIOR PHARMACIST**

to take charge of Quality Control Laboratory. Main duties relate to Quality Control of tablets, surgical dressings, Haemodialysis, fluids, and sterile solutions. Modern well equipped laboratory. In Category V Teaching Hospital. Excellent opportunity for gaining wide experience in Hospital Pharmacy. Commencing salary £1,220 on scale rising by annual increments to £1,520. Apply giving full details to Personnel Officer.

CLARE HALL HOSPITAL

South Mimms, Potters Bar,
Herts.

PHARMACY TECHNICIAN 1

required

Whitley Council salary. Pleasant working conditions. Apply to Group Pharmacist, Barne General Hospital, Wellhouse Lane, Barnet.

BUSINESS OPPORTUNITY**OFFERS WANTED**

for purchase of

**PROPRIETARY
MEDICINAL
PREPARATION**

Turnover around £6,000,
mostly export.

Owner retiring.

Box No. C 1585

COSMETICS. Gentleman, professionally trained in skin care and cosmetics. West End sales experience will promote and build up sales in your cosmetic section, by sound professional advice and personal attention. Box 1584.

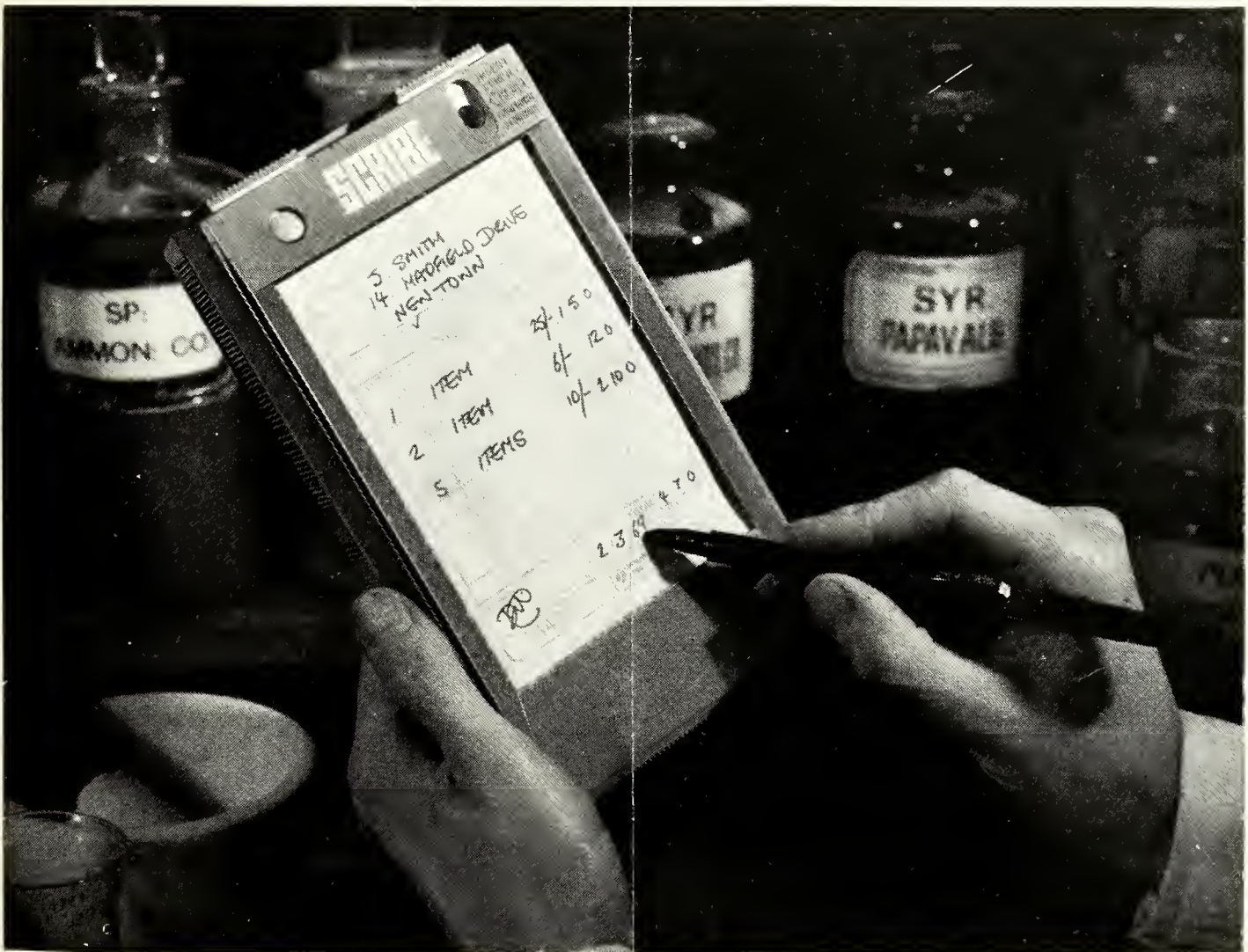
DRUGSTORE. Smart lock-up premises nr Richmond, excellent lease at £275 pa. £4,000 £5,000 t/o. Full details 01-89 1266.

WANTED

WE WILL PURCHASE for cash complete stock, a redundant line including finished or partly finished goods, packaging, raw materials etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London W.11. Tel. Park 3137-8. C 14

WHERE THERE'S A SALE THERE'S A SCRIBE

to record, copy and file—all in seconds

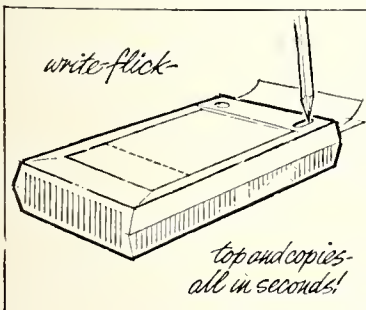


Scribe has a form that's designed for you—and when you've got Scribe, you've got the most efficient way of using sale forms. As each form is completed, a flick of pen or pencil ejects it. Ready-carboned cartridge refills of two or three-part Scribe forms can be fitted in seconds. No messy carbon handling is involved! Scribe goes anywhere, records anything (there are 12 forms to choose from, covering all sales,

stores or office uses, or you can design your own). As you write, Scribe automatically copies—and the copy can be slipped into the built-in filing compartment till you need it. Throw away your carbon books and start saving time and trouble with Scribe. You'll get a new kind of efficiency from the first sale onwards.

*Scribe is available in two sizes. **58/10***

(suggested retail price inc. P.T.)



TWINLOCK

SCRIBE

PORTABLE REGISTER

The complete top-and-copies system
Available from your usual Business Supplier

Please forward your detailed, illustrated literature on Scribe.

Name.....

Business.....

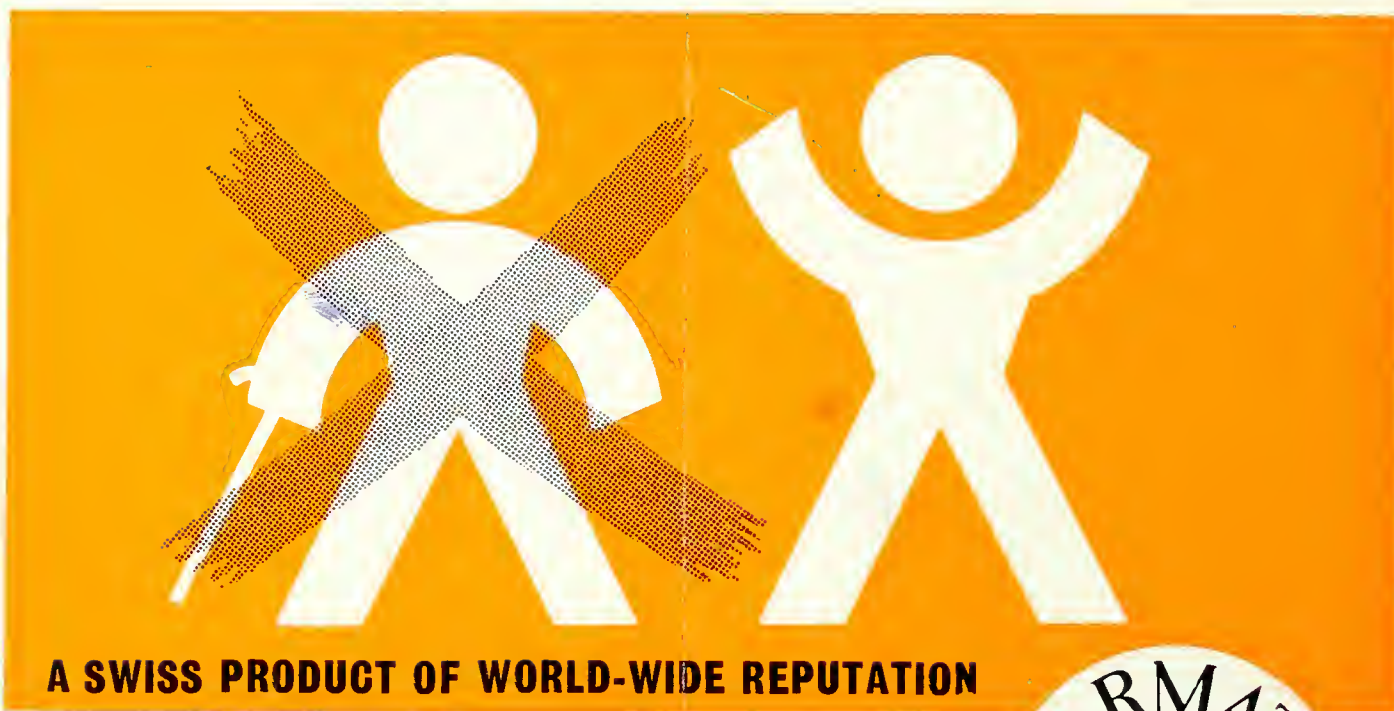
Address.....

My usual Business Supplier is.....

**To: Twinlock Limited, Twinlock Works, Croydon Rd.,
Beckenham, Kent. BR3 4BH. Tel: 650 4838**

GERIATRIC PHARMATON

Counters Nervous and Tissue Degeneration Associated with Advancing Age



A SWISS PRODUCT OF WORLD-WIDE REPUTATION

Sole distributors in the United Kingdom:

**PHARMATON (UK) SALES LTD., 422 St. John Street,
London EC1 Tel: 837 5373**

TO ASSIST YOU MR CHEMIST WITH THE PROMOTION OF GERIATRIC
PHARMATON AT THE POINT-OF-SALE, WE OFFER A:



SPECIAL WINDOW DISPLAY BONUS

**3 x 30 CAPSULE BOTTLES FREE, FOR EVERY DISPLAY ORDER
PLACED BETWEEN NOW AND THE END OF MARCH**

PHARMATON'S WINDOW DRESSING CONTRACTORS WILL DRESS YOUR WINDOW WITH AN
ATTRACTIVE PHARMATON DISPLAY, AT NO COST, AND DELIVER YOUR FREE BONUS AT THE
SAME TIME. SECURE YOUR DISPLAY AND ORDER THE EXTRA STOCK YOU NEED — NOW

ORDER FORM

I would like my Pharmaton Display installed (with Free Bonus) week commencing

Also supply extra stocks thus :-

	Retail Price	Purchase Tax	Trade Price
..... bottles of 30 capsules	37/4 ea.	7/4 ea.	20/-
..... " " 100 "	112/- ea.	22/- ea.	60/- ea.
..... Pre-Packs 6 x 30 capsule bottles & 3 x 100 capsule bottles	£20. 10. 0 inc. P.T.		
	less 5% Special Discount £19. 15. 0 net		

Name.....

Address.....

C&D SPECIAL

BEAUTY BUSINESS

For the counter assistant

February 14, 1970



Gentle Reflections: shimmering with blue.

Remember the first
Opaline polishes?
Now Cutex have the
gentlest new Opalines.
Reflections.

Soft and swirly
colours with blue and green
running through. Just like
reflections on water.
In four glistening shades —

Sea Lupin, Sea Pink,
Sea Shell, Sea Coral.
Everyone's going to love them.
Gentle Reflections by

CUTEX



America's leading hand cream announces Britain's biggest winter bargain -with better profit for you!



This seasonable offer means better value for your customers *and* better profit for you. Make sure you take full advantage of it—ask our representative for details and order Pacquins* Hand Cream in the special promotional display outers.

Unicliffe Limited, Unimart House, Stonar, Nr Sandwich, Kent.

†All reductions on recommended retail prices. *Trade Mark

BEAUTY BUSINESS

Editorial Consultant; Elizabeth Anderson

Contents

Forecast . . . fashion and beauty	3
Boom market	4
Lady it's cold outside	6
Home wins with a perm	10
Rundown on new products	13

Forecast.. fashion and beauty

Headline elegance (below)

Head-shaped heads will be in for 1970, say the team at Matalon. As a result, they have abandoned waves and curls in favour of smooth, elegant styles that follow the Edwardian theme and the current nostalgia for romanticised hair-dos. Thick loops of hair and tiny rounded chignons are placed strategically to give a maximum impact to the overall head shape, and to create the return to femininity. Paul of Matalon at Innoxia[®] created the style shown here.



Wide-eyed look

New multi-coloured eyes: that's what's coming up from Mary Quant. A whole new way with eyes. Jeepers Peepers eyes, three exciting, colour-matched eye shadows, made to be worn together. The new Jeepers Peepers look is toning colours blended in strips around the eye. And what colours! All with their own built-in shine: Spectrum — peach, cinnamon, bronze; Citrus — yellow, lime green, green-bronze; Neapolitan — mauve, pink heather, silver grey.

Jeepers Peepers come packed in a super see-through kit, complete with special chisel-shaped applicator to make colour blending easy. A side each for two shadows, with the front edge for the third. Applicator is easily rinsed through after use.

Misty-eyed appeal

Yardley go for the misty-eyed look. They believe that the trend this winter and early Spring is to look glowingly fragile. This can be achieved by using their Face Base plus muted eye colours.

To obtain the soft, misty-eyed look, Yardley's beauticians say one should place smoky brown eyeshadow powder on the prominent part of the eye just above the natural crease line, then Aquatint Eyeshadow Powder shading into turquoise green eyeshadow powder close to the lashes. The turquoise green Eyeshadow Powder should be extended round the eye for soft colouring. Use brown eyebrow pencil and brown Luv Lashes enhanced with Sweeparoo mascara in Sable.

Head-on

It seems that hats have to be either madly large or truly little to be fashionable right now. Giant Stetsons and mammoth furs,

on one side or skull hugging pull-ons and knitted berets on the other. Of course, hair colour is important during the winter too. Drab mousy shades do nothing for you—or your customer—when skies are grey. Look for gleamy nut browns, rich mahoganies, reddy golds and beige blondes. These are the hair colours to complement winter fashion shades—and flatter winter skins.

Low-cost low-down (below)

Whether your customers go for multi-coloured eyes or misty-look eyes, they are bound to be concerned about budget-balancing without penny-pinching. Miners can make up a face splendidly for less than thirty-five bob, proving that faces don't have to cost a fortune to look good. They suggest covering the face lightly with Miners Glo' 3s 11d; shining up lids with Miners new frosted shadow stick in Aqua 3s; brushing natural lashes with two coats of block mascara 2s 4d; applying Miners Natty and Lower real hair lashes 9s 11d each; tinting cheeks with Apples 2s 11d, and lips pink with Carnaby Kid 2s 6d.



Colour cues

Indications are that pastel pinks, baby blues and limpid lilacs may be on the way out in the world of cosmetic packaging. Last year Eve of Roma blazed a trail with her cosmetic range dressed in a shade reflecting the strong terracotta of Roman pottery. It has a way of making pastel packaging look plain anaemic. Now Gala has come up with a smart navy and gold theme for their new Specialities range.

And another straw in the wind, colour-wise, is the French navy and gold motif of one of France's favourite cosmetic and bath accessory ranges which we shall be seeing soon. Look out for Fontarel. It will be crossing the Channel in the Spring and appearing on your counters in May. Their bath trio of Bain Moussant, Friction Tonique and Lotion Satinée is scented with Ormarin—a fabulous fragrance.

Stop press

Mala Rubinstein, niece of the legendary Helena Rubinstein, is now senior vice president of Helena Rubinstein Inc and is visiting Britain in March on an official visit. *Beauty Business* will be meeting her, and we'll be reporting back to you.

More than 55 per cent of all women are dissatisfied with the condition of their hands or nails—or both—and that is, perhaps, particularly true at this time of the year. Check here that you know the answer to most of the problems on hand care that your customers will pose you—and cash in on winter's boom market for hand and nail care products.

Caught red-handed

Many women complain of red hands: suggest that old trick of resting the elbows on the dressing table or desk two or three times a day so that the blood flows back from the fingertips. Recommend Revlon's Hand Fair, a lotion having a pale green pigmentation which cunningly camouflages redness.

Hand in glove

Prevention is better than cure: and, if a woman can train herself to wear gloves when she is gardening, driving or washing up, she will soon find that the protection they give her is nothing short of miraculous. If a woman rebels at wearing even the finest of rubber gloves for her kitchen chores then promote a good barrier cream which at least helps to prevent dirt getting ingrained. Atrix is good, so is Innox's No 71.

Cutie-Cutipen

The emphasis on natural beauty has never been so strong as it is today, and nail care products have never been at such an advantage. Yet, in spite of the natural-nail-conscious fashion surge, far too many women are still unaware of the importance of regular cuticle care. Cutipen is a self-contained cuticle remover for easy cuticle care. Just advise your customer to shake the Cutipen until the lotion appears at the tip, and then work the built-in shaper nib around the cuticles.

Double plus

Housewife hands plus brittle nails and ragged cuticles need to be treated with the kind of protein-enriched hand cream designed to feed both hands and nails at the same time. Hands need a protein supplement to keep them smooth and youthful and nails, because they are made of protein, also need it in order to grow strong and healthy. Sell Nutress Laboratories's Proteinail or Innox's One and All to do a two-way job.

Buffing for beauty

Nails, like complexions, need regular stimulation, as well as cleansing and nourishing, to keep them healthy. But, as a nail takes an average of 120 days to grow—or just about 4 long months—weak, brittle or splitting nails aren't going to improve overnight whatever you use to improve their condition. It is the regular, day-to-day cherishing that brings results!

Once upon a time every beauty-conscious woman counted a nail buffer of chamois among her manicure accessories. Sadly, it must be reported, the habit of buffing the nails with a steady, one-way stroke, seems to be overlooked today. Pity...because it is a simple recipe for stimulating the circulation of the nail bed and encouraging a smooth shine.

BOOM



Illustration by courtesy of Eylure

MARKET

Just a speck of Carnate, a pale pink, creamy paste, dotted on each nail and then buffed, either with a chamois buffer or against the palm of the hand, works wonders. Carnate's oils are nutritive and prevent and cure brittle, split nails, while its natural minerals give a waterproof and long-lasting polish. It can be used, too, as a protective undercoat before applying nail varnish.

Hands up . . . this is a stick on !

The brainwave of manufacturing perfectly-shaped stick-on fingernails was first born to brothers David and Eric Aylott as they watched an actress in the film studios struggling with cardboard and glue to cover her own problem nails. That was way back in the '40s and their Eylure fingernails have been on the market since 1948, but right up until the early '60s the only shape available was Regular.

However, recent research into the market for fingernails has revealed that for many thousands of women Regular fingernails do not fit the bill. There is a great demand for shorter and smaller fingernails, for those who need to wear a practical length, or who have very tiny hands and nails which make Regular fingernails seem giant-like in proportion.

Last year Eylure introduced a complete range of fingernails and cleverly achieved a break-down of the thousands of different shapes and sizes of fingernails and classified them into five main groups.

Fixing false fingernails

To fit fingernails successfully, the natural fingernail should adhere to a good foundation; the natural fingernail being at least two-thirds the area of the added one. The standard method of fixing fingernails with adhesive has been used successfully for years, and this method is recommended for those who wish to keep the fingernails on for some time. After several days, growth of the natural nail will cause a gap between the Eylure fingernails and the cuticle, and it will be necessary to remove and re-fix the fingernails, for the most natural effect.

Self Adhesive fingernails are Eylure's biggest breakthrough. They are, without doubt, the most "instant" way to glamorise hands. If a woman cannot wear her natural fingernails above fingertip level because of her daily chores, Self Adhesive fingernails are the answer. They can be fixed straight from the pack and kept ready varnished; it is a good idea to keep several sets in different colours. If the adhesive begins to wear, the fingernails can be recoated with the Superstick adhesive supplied in the pack.

So many women lead busy lives and need quick and easy beauty aids to keep

up with the pace of today. These are the kind of fingernails that could even be fixed on the way to a party!

Bitten nails bugbear

To mention the "unmentionable", bitten nails are a major beauty problem. So many women would rather hide than show their own natural fingernails because they have been so badly bitten. In these cases, Eylure recommends Short Trim fingernails and the standard fixing method. The longer fingernail styles cannot be worn successfully because the wearer would feel uncomfortable and unable to carry out such everyday functions as buttoning a coat. Wearing false fingernails allows the natural nails to grow under their protection, and when the fingernails are fixed, a pocket of air between the surface of the added nail and the natural fingernail allows the natural nail to "breathe". After wearing standard Short Trim fingernails for a while and allowing the natural nail to grow, the user is soon able to use self-adhesive fingernails successfully, too.

Many women have natural fingernails with a good foundation but with split or broken tips. This group have little difficulty in wearing any type of fingernail except, perhaps, Longline.

Women with slender hands who find the Regular fingernails too broad, should choose Slimline fingernails which are long, slim and slightly pointed in shape.

Tiny hands, so long uncatered for, can now wear Eylure's small size nails.

The lucky ones with perfect natural fingernails still need help. Fingernails always seem to break at the most inopportune times and a suitable set of Eylure fingernails is a "must" as a standby.

Tip for the tops

To remove vegetable stains as well as to condition, nourish and strengthen the nails, don't forget that old favourite Nailoid Cream. This rose pink, soap-based cream contains lanolin to soften the cuticles. Applied liberally it removes stains and, as it is an anti-acid will help to dissolve accumulations of acid round the nailbed to ensure healthy pliant cuticles.

Tops for the tips

Detergent-softened nails need a nail hardener like Nailoid's to bond together the different layers of the nail and harden and strengthen the tips. It is colourless and easy to apply to the nail tips.

Five golden rules

To keep nails shapely and healthy . . .

☐ Make a habit of pushing back your cuticles gently with a soft towel after you wash your hands.

☐ Don't dig or probe at the cuticles with

anything sharp, but lift them gently with a rubber-tipped hoofer.

☐ An emery board is kinder to the nails than a steel file, but always file in the same direction. Sawing to and fro across the nail can cause harmful friction.

☐ Never, never dig down under the free edge of the nail when cleansing them, this forces the dividing line further down—and leaves more space for dirt to accumulate.

☐ Don't cut or file away the corners of the nail plate.

New formula nail polish

To celebrate 1970, Max Factor is introducing a new non-settling formula nail polish range.

A new formulation creates a smooth, fast-drying, longer-lasting colour giving a really professional touch to a manicure. The new polish needs no shaking, stirring or mixing . . . and comes straight from its pretty bottle to glide smoothly and evenly onto the fingernails.

Love lanolin

The Ancient Egyptians used many forms of sophisticated cosmetics, quite recognisable as those we use today. Various oils were used daily by both men and women in Ancient Greece. The famous Queen Cleopatra passed on many of the cosmetic uses for hairdressing and care of the skin. 'Oesype' was made in Athens and used as an anti-wrinkle lotion. It contained, as Nulon does, wool-fat or lanolin. Down through the centuries, all over the world, many cosmetic preparations have been used by people long since dead and gone, but their discoveries of the important basic ingredients in one form or another have been carried into our modern scientific era in cosmetic making.

Softly, softly

Hands need to be pampered with a cream or lotion at least three times a day . . . and always after they have been immersed in hot water. There are literally dozens of good hand creams, some selling primarily on their fragrance, some on their colours. The brand leader of hand creams in the States is Pacquins, now available over here. Containing, among other ingredients, lanolin and glycerine. It has been formulated for dry skins and to give extra protection against chapped hands, and you can sell it in a jar or tube.

Clap hands—will travel

Bronnley's bland hand lotion not only comes in a choice of five hauntingly flowery fragrances like Rose Geranium, English Fern, Lavender and Lemon Verbena, but is packaged in sensible travel-worthy squeeze bottles.

Beating the cold is a game most English skins have learnt to play quite well. Although the beauty of our famous peaches and cream complexion is generally attributed to a fairly benign, damp climate, much of the reward should go to the extra care we are taught to lavish on our skin during the long, not so friendly months of winter.

Keeping warm, via the right sort of exercise and the right sort of clothes, is half the battle. Both in their own way help to maintain good circulation (like good news this should travel fast) and thereby lessen the likelihood of winter vagaries such as chapped hands, brittle nails, cheeks reddened and coarsened by broken veins, and worse still chilblains. None of these quite fit the picture we have of ourselves as the perfect English rose.

Boots, fun furs, cosy hoods and now the fashionable maxi coats help to make modern winters easier to cope with and certainly more comfortable. But don't let anyone get carried away with the thought

that fashion matters most. More often than not beauty programmes require strict supervision, or even complete revision, when keen winds blow and snow is the uninvited decorator of the great outdoors. This is the one time when it is vital that your customers appreciate skin preservation aimed at long term benefits.

Consider the basics of beauty first. At the time of year when probably more make-up is being worn than usual, it is important to keep skin really clean. The everyday soap and water wash, or the quick clean-up with complexion milk, may be quite adequate for many skins for most of the year, but if skins feel dry, taut or roughened by wind then they need to change to a cleansing cream that is a skin treatment in itself.

Innox's new Clean Face with Amalene, rich in extracts of soothing chamomile, is one perfect example. Provided skin is thoroughly cleansed each night, with at least two helpings of cream, and properly toned, a brisk face-pat in the morning

with a pad of cotton wool wrung out in cold water and sprinkled with the same skin tonic (choose a gentle freshener for dry skin, a stimulating astringent for greasy skin) will suffice to refresh, awaken and prepare the complexion for the dressing it is about to receive in the shape of the morning's make-up.

Moisturisers and nourishing creams put back into skin what winter winds take out. Never play down their vital role—to do so it to aid and abet winter's aim of drying out the natural oils of the skin. The place of a moisturiser is primarily to protect the skin under make-up, and the sooner the habit is acquired of always preceding tinted make-up with a moisturising cream or lotion the better.

The place of a nourishing cream is to feed and condition the skin with essential oils and emollients, and the time to use skin food is either last thing at night or while soaking in a warm bath when relaxed pores can more readily absorb all the necessary goodness. Moisture, in fact, has been found to be such a vital factor in keeping skin healthy and youthful that it is the aim of cosmetic houses nowadays to incorporate it into as many creams, lotions and make-ups as possible.

Innox's Living Peach collection is a harmonious range of cleansing lotion, skin tonics, conditioning cream and moisturising lotion, all based on the vitamin-rich juices of the peach. There is also a creamy-smooth vitamin beauty mask, which is capable of bringing instant brightness and lightness to winter-weary complexions. Remember, too, that in winter necks and throats rarely see the light of day, and if, when springtime comes around, they are to look the same youthful age as the face to which they belong, then they should be treated to the same devoted care.

Maybe the best beauty advice you can give your customers in winter is to "be prepared." There could come a time when sensitive lips react to prevailing winds and result in soreness and discomfort. A lip barrier cream, worn under normal lipstick, could prevent this. The same winds are adept at chapping wrists, thighs, knees and legs, if boots are not the current thigh or waist-high variety.

Guard against this possibility by creaming Innox's Living Peach body lotion into arms and legs each night after bathing. One false move out of doors without gloves could spell disaster to hands previously milky white and soft. Constant protection is the most obvious answer, but so too is regular nourishment with a rich hand cream night and morning. The advantage of Innox's One and All hand cream is that it softens hands and strengthens weak nails all in one operation.

Finally, never be without the type of soothing, healing, skin softening cream that beauticians describe as all-purpose. Innox's cream in this category is Skin Balm which can rectify windburn, chapping, rough skin, flaking, peeling and surface dryness. Even chilblains and tender feet respond to its soothing qualities.

Matching winter's sparkle. Make-up by Innox, based on their new all-in-one moisturising foundation Satin Sheen, for good coverage and a fine, flawless finish

LADY IT'S COLD OUTSIDE

The lowdown on cold
weather skin care

by Marilyn Aves of Innox



Away with
rubber
bands!

On with
the latest
hair fashion accessory

PONY TAIL HOLDERS

the new and beautiful way to hold hair in place
✂ a covered stretch band finished with a gilt
bobble ✂ no more ugly rubber bands pulling away
a handful of hair, now a band to hold hair easily,
without fuss and one that
looks like a piece of jewellery.

PONY TAIL HOLDERS

come in a range of 10 fashionable
and natural colours and they
retail at only 2/6 for four bands.



AVAILABLE
BEGINNING
MARCH

Rowana 

ROWAN HOUSE
64 OXFORD ROAD
DENHAM
UXBRIDGE
MIDDLESEX

tel UXBRIDGE 30102/3

superb products, new you must

The range of Wella hair beauty products has already succeeded in gaining significant market shares. This year all products will be heavily supported on T.V., in the cinema and in dominating spaces in women's magazines and the national press. Wella For Men is now establishing itself as a fast moving line. There are more exciting developments in store. Make sure that you profit from these powerful campaigns. Remember, Wella products and advertising help you to trade up. And trading up means profits up.

wella



means kindness
for hair -
profits for you



Massive ad campaigns... in with Wella



Evelyn Douglas, Toni Hair Consultant, discusses a useful profit-booster



As far as hairstyles are concerned, you have probably noticed that your customers fall into two groups — those who are content with a simple, easy-to-manage style, and those who keep a keen eye on fashion and follow the trends.

The first group are probably mainly housewives with small children, who haven't time to experiment with their hair, and older women who have found a style that suits them and are content to keep it that way. They are the backbone of your home perm sales, because there is nothing like a perm for holding a set and keeping hair manageable. But there may be some in this group who haven't yet found the right perm for the hairstyle they want, or haven't yet tried a home perm for a variety of reasons.

The fashion-conscious ones naturally tend to be your younger customers, who enjoy dressing up and experimenting with different styles that are currently in vogue. Most associate home perms with old-fashioned hairstyles, not realising that today you can get any effect you want with a home perm kit, from the frizzy freak-out style sported by the fashion extremists (both male and female!) to an invisible bend that gives body to the hair, making it far more adaptable to a variety of different styles. And of course curls are undoubtedly making a comeback, in keeping with the romantic turn of fashion. So you will see that as well as your regular users there are many potential perm users who, provided they use the right perm kit, could well also become regular customers.

There are quite a variety of home perm kits from which to choose, with different strengths of wave lotion. Perm curlers, too, come in different diameters, by which you can adjust the curl effect — and the amount of hair wound on each curler also helps determine the strength of the curl. The smaller the section, the firmer the result.

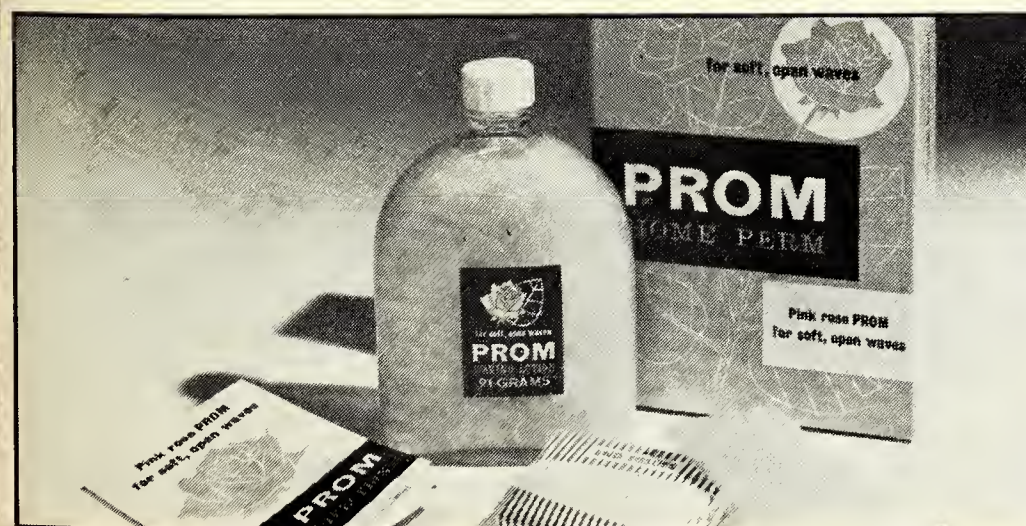
The following chart is designed to show you at a glance which kit to recommend to a customer, based on her hair type, hair condition and the amount of curl she wants. It includes some individual perming advice and tips to pass on to her. Keep it handy — it could prove a very helpful selling tool.

Roller perms are designed to give curve and bounce to all hair types so that your set lasts longer. They are most effective

HOME WINS WITH A PERM

Hair type	Normal condition	Dry, bleached, sun-lightened, *coloured
Fine	Often rather limp. Usually resistant to perming, but can frizz.	Perms more quickly, and may tend to frizz especially at ends. Take test curl first to determine wave time. Use conditioner week before and immediately after perming. Neutralise thoroughly.
for firm waves and curls:	Choose Super strength perm, wind small sections, evenly, using Regular perm curlers right up to roots to give lift and body.	Choose Gentle perm, and wind medium sections on Regular perm curlers. Wind very smoothly, tuck hairtips in evenly.
for softer wave effect:	Choose Super perm but wind larger sections on Sofspin large diameter curlers.	Choose Gentle perm and Sofspin curlers, winding larger sections of hair on each.
Average	Takes a perm well. Wind right up to roots if 'lift' is needed.	Curls faster and may split or frizz. Neutralise thoroughly. Take test curl first, condition as above.
for firm waves and curls:	Regular perm kit, small size sections and regular curlers. Midget curlers for short nape ends.	Choose gentle perm and regular curlers. Wind medium size tresses very evenly.
for softer wave effect:	Choose regular perm and Sofspin curlers. Wind larger sections of hair on each.	Gentle perm and Sofspin curlers. Wind larger sections of hair on each.
Coarse	Usually thick, with natural bounce, and easy to wave. Can go 'bushy' if overpermed.	Splits and breaks very easily. Take test curl first. Neutralise thoroughly and condition as above.
for firm waves and curls:	Gentle perm and Regular curlers, winding small.	Gentle perm and regular curlers, medium sections.
for softer wave effect:	Gentle perm and regular curlers winding larger size sections.	Gentle perm Sofspin curlers, larger sections.

*Test curl important as perm may affect colour. **NOTE:** The tighter the curl, the longer the results will normally last.



on short hair. Use a roller perm with plastic setting rollers, and remember that the smaller the diameter of the roller, the firmer the result.

Roller perms are most effective on short hair, and average and coarse textured hair take well. Fine hair needs smaller rollers — or alternatively the wider diameter perm curlers — to get a good result.

Results of a roller perm last up to eight weeks.

Some recommended home perms:

Toni Home Perms come in three strengths, gentle, regular and super. There are two sizes — large for a whole head perm or ends-only on long, thick hair at 10s 11d — and Tip Toni for ends-only, price 7s. All Toni home perms have a ready-mix creme neutraliser in a handy squeeze bottle, making them cleaner and faster.

Prom home perms come in two strengths, White Rose for bud-tight curls and Pink Rose for soft, open waves. Again there is a large size for whole head perming (9s 6d) and a small size for ends-only or shorter hairstyles (6s 4d). Prom is a one-lotion, self-neutralising home perm, which cuts out a stage in the perming process; but takes longer than a 2-lotion neutraliser perm.

Prom roller perm is for those who prefer just "body" and bounce in their hair rather than actual curls or waves. It comes in one size only at 7s 4d, or complete with a set of rollers at 11s 6d. Because you perm and set in one operation it is very quick and easy, and the results last about 2 months. It contains a neutraliser, called Fast Finish Wave Seal.

Toni Spin Curlers come in two diameters — Regular (3d) for a firm effect and Sofspin (4d) for a slightly softer result. There are also shorter curlers in the Regular diameter, called Midget, for very short hair, as at the nape of the neck.

Tips for a tip-top perm

DO cut out old perm before your next perm, otherwise ends of hair may split or frizz. This is particularly important if hair is bleached or colour treated.

DO divide hair evenly, and wind smoothly and carefully. Tightly wound curls will not give a tighter perm.

DO neutralise hair thoroughly, whether by separate solution (eg, Toni) or self-neutralising (eg, Prom), otherwise your perm won't last.

DO remember that although bleached and colour-treated hair perms quickly, it neutralises slowly, so allow the full time. DO take a test curl first if hair has been bleached or tinted.

DO use a conditioning rinse, such as Tame, about a week before perming if hair is at all dry (but not after the shampoo immediately prior to perming, as the conditioner will act as a barrier to the action of the waving lotion) and again after every shampoo afterwards to ensure hair stays in good condition.

It may sound complicated, but really home perming is very simple, most effective, and tremendously money-saving. Remember, and don't let those hair-conscious teenagers slip through your fingers!

The Cuticura skin care story has lots of devoted readers. Like you?

A lot of women are following our skin care story closely. You can be sure of that. Because it's all about things that loom large in their lives. Like beauty. And skin. And how to care for them both. With Soap & Talc & Handcream. By Cuticura.

Now we're telling our story in all the right magazines: Woman, Woman's Own, Family Circle, Honey, Woman's Realm, Woman's Weekly, 19, True Story, True Romances, Woman's Story, Mother. We've given a bathroom slant to Soap & Talc, under headings like 'Happy Bathday' 'Your Bathrite', 'Bathday Cake'. And we tell very softly and gently of Handcream — and how it "cares for your skin as much as you do".

Our skin care story has even got *men* in it — when we told Daily Mirror readers about our new Cuticura Shave Foam, and what it can do for the "not-so-naked Ape". (As a woman you probably got a kick out of that.) You'll be meeting a lot of other devoted Cuticura readers at your counter. So you should have plenty to talk about.

Meanwhile ... our skin care story continues ...



CUTICURA LABORATORIES LTD., MAIDENHEAD, BERKS.

Rundown on new products

Elizabeth Arden—1 Directionale

FUNCTION a collection of six inter-relating skin care preparations to care for skin beautifully

PRICE from 38s to 65s

SELLING PEG this new collection of skin care preparations fills the need for a basic routine that works by scientific balance of the pH factor of the skin to take entire care of the face, neck and the eyes

Indal—2 Finnish Sauna

FUNCTION a complete range of preparations for Sauna head-to-toe wash and deep cleanse

PRICE Sauna Bubble Bath, 3s and 13s; Sauna Soap, 5s 6d and 16s 6d; Sauna Shampoo, 3s to 13s; Sauna Hair Conditioner, 3s and 16s

SELLING PEG all the ingredients of this super new range are pure, healthy and natural, and have a light, open air fragrance compounded of Arctic spring flowers spiked with the scent of birch

Supersoft Herb Shampoo

FUNCTION leaves troublesome hair lustrous, clean and delicately fragrant

PRICE 5d a sachet or 2s 6d a bottle

SELLING PEG contains all the natural goodness of herbs at a very reasonable price

Mary Quant New Pink Eye Gloss

FUNCTION use it as a highlighter to Quant's Moody Blue or Moss Eye Gloss to do great things for the eyes

PRICE 9s 11d

SELLING PEG Blush colour used high on cheekbones makes eyes sparkle... that's the way Pink Eye Gloss works... only prettier

Roger & Gallet—3 Talc

FUNCTION to absorb after-bath moisture and leave your body silky smooth and sweetly scented

PRICE 12s

SELLING PEG the updated, plastic diamond-point bottle is easy to use, safe to travel. The true flower fragrances of the talcs are: Fougère, Tea Rose, Carnation, Sandalwood, Muguet and Violet

Molyneux Fête Savon and Huile pour le Bain

FUNCTION cleanses you and leaves you smelling deliciously fragrant

PRICE Savon, 10s and 15s 6d

SELLING PEG Huile pour le Bain, 50s bath-time toiletries in a class of their own, breathing the beautiful fragrance of Fête

Gala Specialities

FUNCTION a range of hypoallergenic creams and lotions for skins that need extra special care

PRICE Night Life, 15s 9d

SELLING PEG Pure Moisture, 15s 9d

Wash Off, 13s 9d

Face Lift, 13s 9d

Night Life is a quickly absorbed night cream; Pure Moisture is a special, super-fine and transparent moisturiser; Wash Off is a cleanser with a lemony tang and Face Lift is an instant special mask to tighten pores and stimulate circulation

Innox—4 Clean Face

FUNCTION a wash-off cleanser that moisturises, too

PRICE 17s 6d

SELLING PEG contains Amalene which is a cleanser-plus—it deep cleans, and it is the first facial wash cream that contributes to a harmonious balance of natural oils and moisture in the skin. Leaves the skin toned and fresh as well as scrupulously cleaned

Nivea Hand & Body Lotion

FUNCTION for skin care

PRICE 3s 9d and 6s 9d

SELLING PEG contains oils and emollients to cherish the skin of your hands and body

Ravina Pony Tail Holders

FUNCTION to hold the hair in place, safely and prettily

PRICE 2s 6d for four bands

SELLING PEG Pony Tail holders are covered stretch bands finished with a gilt bobble that looks like a piece of jewellery. Pony Tail Holders take the place of old-fashioned rubber bands that tend to split and damage the hair, and they come in a range of 10 fashionable and natural colours. Available at the beginning of March



Exciting NEW Cutipen Campaign in 'Woman'



**Don't
hide ugly
cuticles...
care
for them
with
Cutipen**

Nothing spoils your hands quite as much as ragged cuticles... so don't give them the chance! Let slim, elegant Cutipen give you the loveliest nails in just a few minutes. Attractively designed in white, pink and gold, Cutipen feeds a gentle softening cream straight on to your cuticles. The unique built-in shaper eases away dead skin - makes your nails look longer and lovelier. Cutipen takes only a moment to use. The result could last a lifetime!



Cutipen

CUTICLE REMOVER

Buy yours today. From Chemists and Beauty Counters at about 5/5d. Refills 3/5d.

**Campaign
begins
March 2nd**
10 insertions
Hard sell ¼ page ads.

**Tells the new
Cutipen story.**
Improved formula
Smarter pack
Bright, sparkling
display unit.

**And for you
Cutipen's
special Bonus
Offer.**
12 Cutipens for
the price of 10
February 1st to
March 31st

**Take full advantage of it
Don't be caught
without CUTIPEN**

*Recommended retail price 5/5
Economy refills 3/5*

**There's extra
profit in it
for you**

FULFORD WILLIAMS (INT.) LTD.
CORNWALL ROAD, HATCH END,
PINNER, MIDDLESEX HA5 4JY
TEL. 01-428 1055

Rundown on new products

*Continued
from page 13*

Wella
Herbal Creme Rinse
FUNCTION restores lustre to dry, difficult-to-manage hair at the same time adding body and bounce
PRICE 7s 6d a bottle, 1s 3d a sachet
SELLING PEG containing extracts of active herbs, Herbal Creme Rinse gives that same glowing condition for which the now well established Wella Conditioner is already renowned
The conditioner is applied after shampooing, being massaged well into the hair until a rich cream forms. Hair is then rinsed, towel-dried and set

Max Factor
California Bronze Glosses



FUNCTION lipsticks in warm, burnished sunshine shades to create a glittering, see-through shimmer on the lips
PRICE 7s 0d each
SELLING PEG a collection of four lip bronzers—sheer, glossy, tinted with barely-there iridescent colour. The four shades are Golden Bronze, a pale beige gilded with golden bronze; Coral Bronze, a pastel coral sprinkled with golden bronze; Peachy Bronze, a mellow soft peach roasted with golden bronze, and Bronze, a lightly burnt tan spiced with golden bronze

Harriet Hubbard Ayer
Anti-wrinkle Revitalizing Cream

FUNCTION combats wrinkles actively
PRICE 12s 6d
SELLING PEG this glossy white, supremely light emulsion cream, sinks immediately and completely into the skin, with no massaging or rubbing in. It leaves the skin absolutely matt and feeling younger and prettier. Can be used at night, and also during the day under make-up

HEALTHINALE
by Coralie's

**The Nail Restorer your
customers will ask for**

Write today for sample and generous trade terms.

HAND & NAIL INSTITUTE LTD., 35 Old Bond Street, London, N.1.

A specially formulated and pleasant-to-use nail and cuticle conditioner. Restores and nourishes brittle or flaking nails, and unsightly cuticles. Regularly advertised in national women's magazines.
Rec. retail price 7s.

QUEEN *non-irritant BEAUTY PRODUCTS*

*Recommended by the Medical Profession
Proprietors*

Boutalls Chemists Ltd., 60 Lambs Conduit St., W.C.1

Agency Distribution

Pearmoss Ltd., 53 Gt. Marlborough St., W.1



How to tell a pretty customer she needs to stay smooth.

She won't be embarrassed.
Because more and more
girls are learning that it's better
to use a shaver that's specially
designed for their skin, not
one that's designed for tough
men's beards.
So show her the Philips

Ladyshave. With a pretty shape
and two shaving heads, it's
strong enough for under arms,
and gentle enough for the silkiest
legs.

And at 79/6, it's guaranteed
to keep the girls happy.
You too, if you keep up stocks.

Two more ways to keep
the girls happy.

The Philips Hood Hair Drier.
Adjustable rim and collapsible
hood. £8.18.6d.

The Philips Salon Hair Curler
Set. 18 curlers, 3 different
sizes. £9.19.6d. recommended price.

The Philips Ladyshave

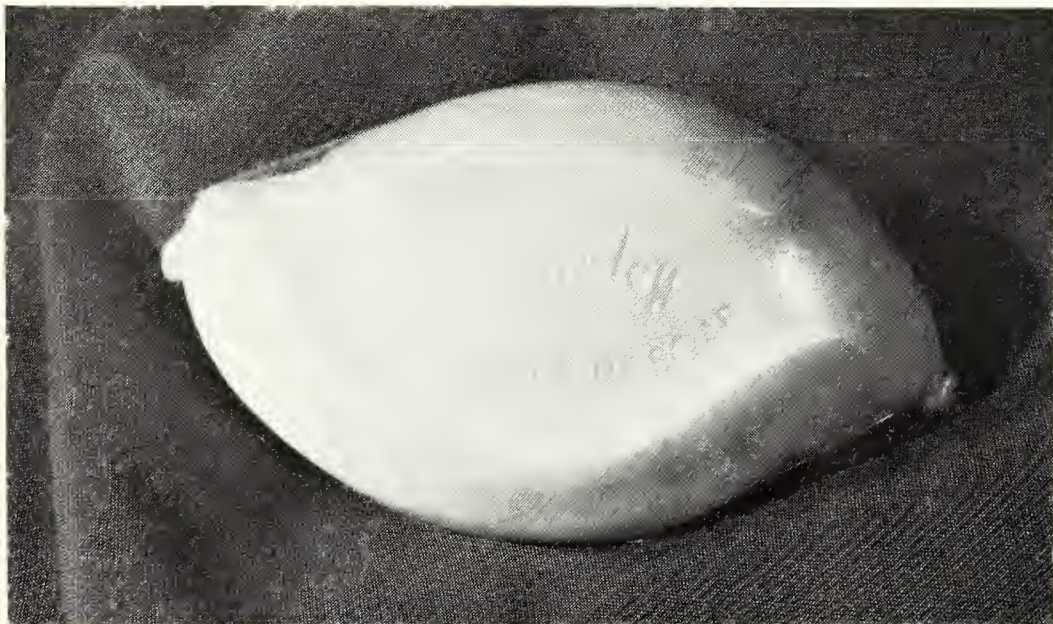
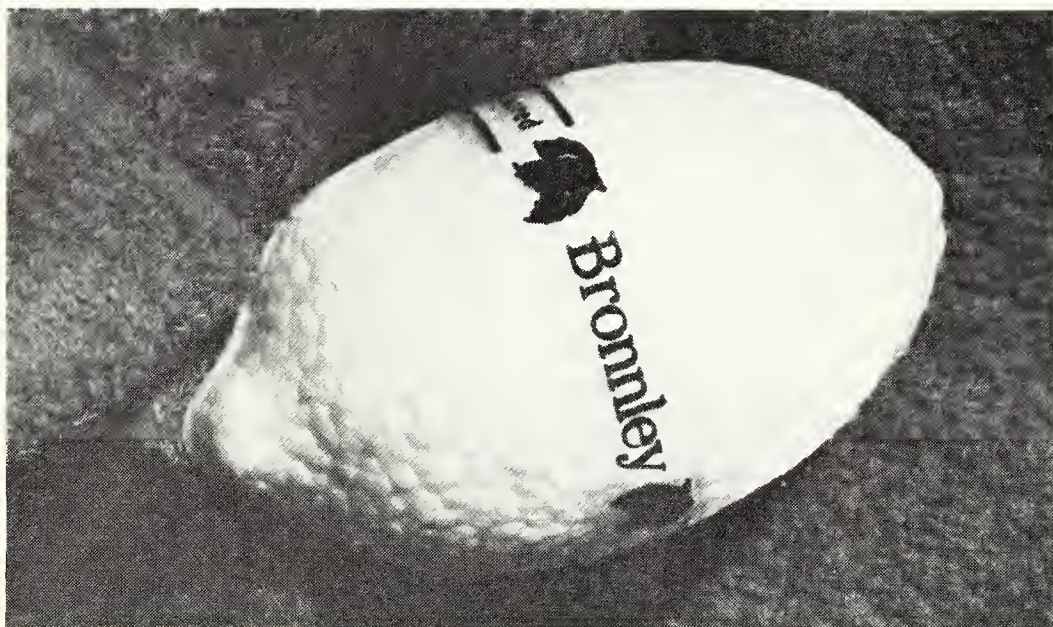


PHILIPS

Advertiser's announcement

H. BRONNLEY & COMPANY LTD. 10 Conduit Street, London, W.1

Soap Specialities



BRONNLEY have been making fine soaps since 1883. Today their reputation stands higher than ever, and they make a wide range of soaps of all kinds. Some carry sweet flower garden scents right through to the last sliver, some are laced with skin-cherishing turtle oil — and then there are BRONNLEY soap specialities — like their Lemon soaps, Pre Make-Up and Antiseptic Soap. Just as a reminder. . . .

Bronnley Lemon Soap

. . . comes lemon-shaped and lemon-scented. Of course! BRONNLEY have made a big name for themselves all over the world with these soaps: soaps with a zing and a zest all their own, containing oil from the finest Sicilian lemons to give them their distinctive and refreshing fragrance. BRONNLEY lemons are truly unisex soaps: for blokes like the fresh, sharp fragrance as much as the birds! There are toilet size lemons, and chubby bath size ones: lemons in punnets and in husky wooden crates: lemons threaded on soft white ropes for shower addicts—and even jumbo size lemons on ropes. Not only do these lemon soaps look exciting, but the soap is superfatted and its frothy lather, plus, of course, the unique BRONNLEY lemon fragrance add up to soap luxury-style.

Bronnley Pre Make-Up Soap . . .

. . . is BRONNLEY's answer to the drying effect of some make-up. It is actually designed to prepare the skin for the application of cosmetics. Some of its ingredients tell its story perfectly. Ingredients like malt . . . lanolin . . . and avocado pears. The malt ensures a rich, cleansing lather, lanolin adds the nourishment all skins need, and avocado pears provide the skin-softening qualities. The result—a clean supple skin ready to receive make-up at once. The lovely, sculpted white tablet has only the slightest hint of fragrance, all to the good for women allergic to highly scented soaps.

Bronnley Antiseptic Soap

. . . is one that is specially orientated to a medical background. It is a completely new concept and has been specially prepared for infective conditions of the skin.

Developed in consultation with a leading British dermatologist, BRONNLEY's Antiseptic Soap is designed to be used not only by the patient, but also by other members of the household, to help prevent re-infection. In fact it's suitable for use in any septic condition where soap is permitted.

Although, as its name suggests, BRONNLEY's Antiseptic Soap is medicated and contains hexachlorophene, it does not have an overpowering 'disinfectant-type' smell. In fact it has a light and pleasant perfume compounded of pure essential oils, known and proven for their freedom from allergies even on the most sensitive skins.

Antiseptic Soap is superfatted to BRONNLEY's own special formula developed from years of experience.